

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company

(Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on

problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

Established 1857

Rohe & Brother

Pork and Beef Packers and Lard Refiners

Curers of the Celebrated
"REGAL" Ham, Breakfast
Bacon and Shoulder.

Manufacturers of the
Famous Brand "PURITY" Lard.

Goods for Export and Home
Trade in any Desired Package.

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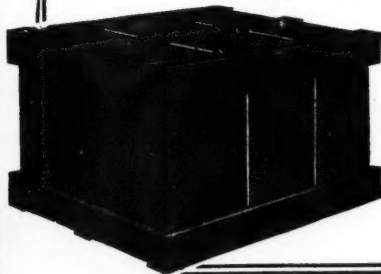
NEW YORK

Main Office
527 West 36th Street

PACKING HOUSES:
534 to 540 W. 37th St. 539 to 543 W. 39th St.
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Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and
we will prove to you how to save from
25 to 40% in traffic charges.

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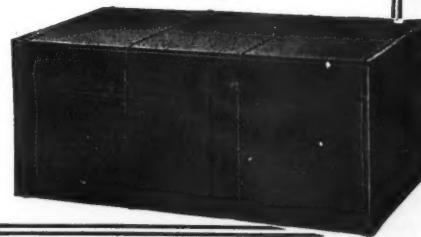
General Offices:

38th and Racine Ave.

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Plants:
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Natchez, Mississippi

Eastern Offices:
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"NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

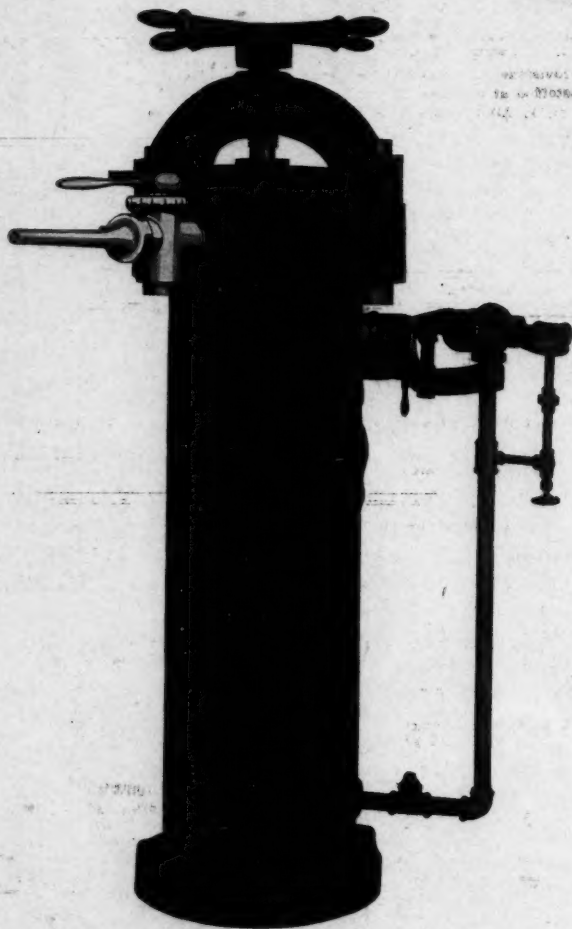
BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

**The Brecht
Pneumatic Stuffer**
100 Pounds Capacity



Brecht Pneumatic Stuffers are built in 100, 200 and 400 pound capacities. The 100 pound stuffer illustrated here is adequate for plants with production of medium size and less.

All three stuffers are designed to operate with compressed air. Water pressure may be used if desired by making slight changes in the fittings.

ORIGINAL AND EXCLUSIVE FEATURES

No Danger of Explosions—Safety valve in pipe line between operating valve and stuffer eliminates possibility of excess pressure in stuffer cylinder.

Automatic Head Lock—Automatic attachment lock head under pressure; head cannot open until pressure is released.

Automatic Valve Lock—Piston cannot be blown out when head is open, as automatic attachment locks operating valve. Piston is raised by use of by-pass which admits enough air to raise to top, but not to force out of cylinder.

Special Operating Valve—Extra heavy self-lubricating operating valve used. Lubricating feature permits easy operation while plug is tightly seated.

Quadruple Handle Grips—Handles have four grips, permitting quick opening or closing of head from any operating position.

SPECIFICATIONS

	No. 545 100-lbs.	No. 545 200-lbs.	No. 545 400-lbs.
Diameter Cylinder Inside.....	11 1/4 in.	15 in.	20 1/2 in.
Floor Space	22 x 27 in.	26 x 30 in.	42 x 42 in.
Stuffing Cocks	1	2	2
Aluminum Tubes	4	8	8
Weight (Net)	775 lbs.	1375 lbs.	3500 lbs.
Weight (Packed)	875 lbs.	1525 lbs.	3700 lbs.
Cubic Feet	25	45	96

Built To Earn

The whole line of Brecht sausage-making machinery is designed, first of all, to make bigger profits for sausage makers who install this modern equipment in their plants.

To make good on this claim Brecht Pneumatic Stuffers must be and are built for heavy duty, speed, cleanliness, durability and economical operation. They have never yet failed to give profitable service wherever installed.

In a large number of sausage-making plants the country over, Brecht equipment has meant the difference between spasmodic profits and steadily increasing, satisfactory earnings.

You can get full information about the Brecht Line of Sausage-Making Machinery by writing to us. No obligation on your part.



THE BRECHT COMPANY
Established 1853

1201 Cass Avenue Saint Louis

Branch Offices

New York
Philadelphia
Chicago

Waco, Texas
Portland, Ore.
San Francisco

Foreign Branches

Buenos Aires

Hamburg

Liverpool

"We keep faith with those we serve"

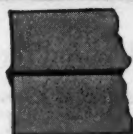
A SQUARE DEAL FOR YOUR FIREBRICK

**JOHNS-MANVILLE
Refractory Cements**

IF YOU want your firebrick furnace linings to last longer, consider carefully the bonding cement you use — for it is a vital factor in enabling them to give long service.

The use of Johns-Manville No. 31 increases the life of furnace settings, for it not only stands the temperature, but also "stays put," preventing open joints which are the starting point of melting, spalling, slagging, and most other firebrick troubles.

A letter to us will bring you a complete description of the improved scientific method of laying up firebrick developed by Johns-Manville of which the T-joint shown on the left is a part. Write us and end the expense of too frequent shut-downs.



Use this T-joint

A 3/16" layer of "elastic" cement cushions expansion stresses.

The overlapping "T" protects brick edges against corner spalling.

A wash coat of Johns-Manville No. 32 gives a smooth surface that resists clinker.



JOHNS-MANVILLE Inc.

292 Madison Avenue, at 41st Street, New York City
Branches in 63 Large Cities

For Canada: CANADIAN JOHNS-MANVILLE CO., Ltd., Toronto

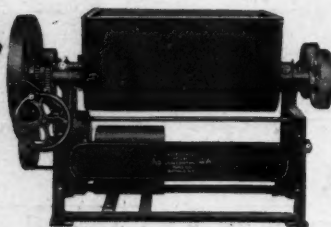
JOHNS-MANVILLE Refractory Cements

Strength

RUGGED strength is built into every BUFFALO sausage making machine—Silent Cutters, Grinders, Mixers, Stuffers. They stand the wear of years because they are built for service, not to sell at a price. Each part is designed for greater strain than it will ever be called upon to stand. The result is long, dependable service with practically no upkeep expense. BUFFALO sausage making machines produce the highest quality of sausage in least time. Sausage makers—large and small—in all parts of the country have replaced other machines with BUFFALO equipment.

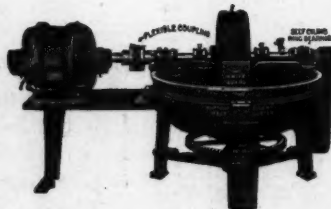
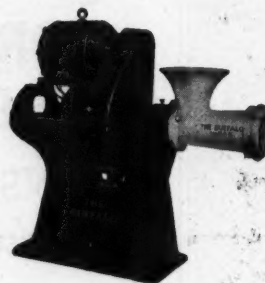
Write for prices and full information

JOHN E. SMITH'S SONS CO.
Patentees and Manufacturers
BUFFALO, N. Y.



The **BUFFALO MIXER** thoroughly mixes the meat, insuring the very highest quality of sausage. It is strongly built. The paddles cannot become loose or break off.

BUFFALO GRINDER
—built in four sizes
with or without motor.



The **BUFFALO SILENT CUTTER** is built in sizes to suit the needs of the smallest sausage makers as well as the largest.

Uncle Jake says—

Every time you give the other fellow a boost, it's a hitch ahead for you.

In my time I've known quite a lot of folks who were always crowding over on the wrong side of the white line of life's highway, but so far's I've been able to observe, they always get the worst of it. I'm always suspicious of a man who constantly shouts "I'm honest,"—but by gum! if there's any better way than playing the game on the square, somebody's holding back from the world some mighty valuable information.

Down our way, we believe in boosting the other fellow's business because we know it pays him and pays us and so when I advise you to buy Kalamazoo Vegetable Parchment paper I can go home and sleep soundly because I know if you follow my advice it will help both of us.

Yours truly,

Uncle Jake
of the

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN

QUALITY

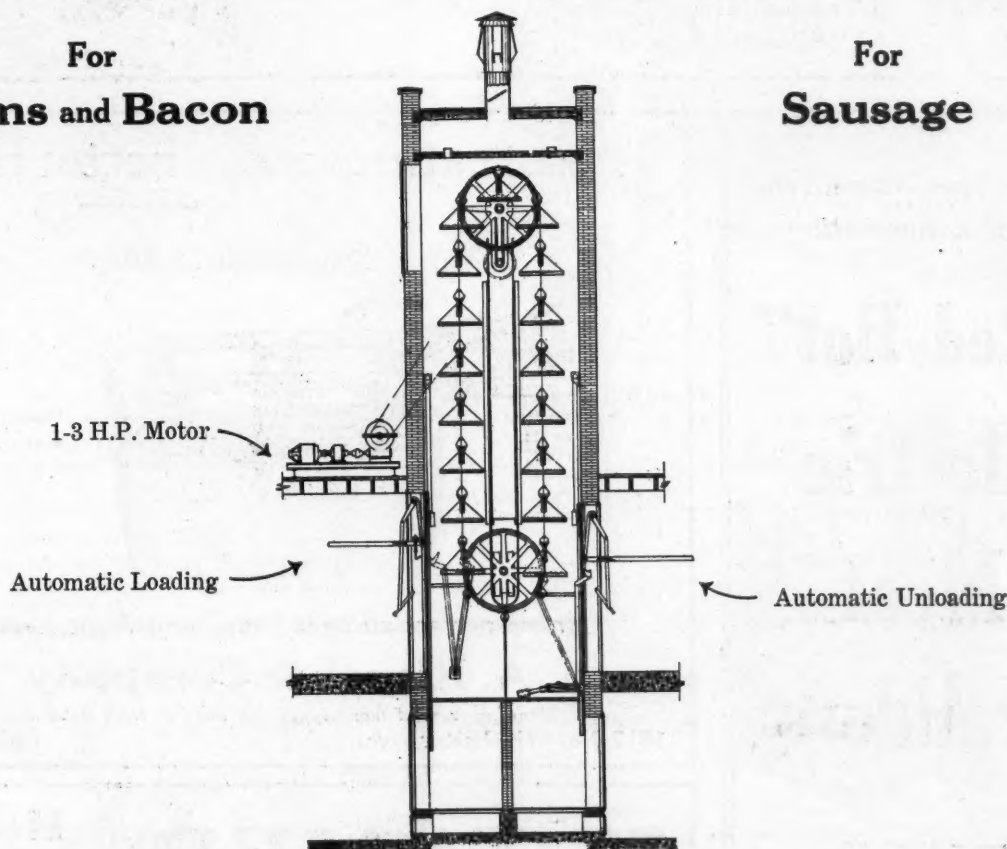
ANCO

SERVICE

Hildebrandt Revolving Smoke House No. 446

For
Hams and Bacon

For
Sausage



Produces Uniform Heat, Smoke and Color

The Hildebrandt Revolving Smoke House assures a high grade quality smoked meat and reduces labor cost.

Smoke stick carriers can be loaded at the stuffing bench as the conveyor or mechanism will pick up and discharge the carriers automatically, eliminating the necessity of the operator entering the smoke house, which increases production.

The conveyor is in continuous motion as it is not necessary to stop same for loading and unloading.

The house can be furnished with conveyor attachments to receive from 16 to 24 carriers, one station or two stations, as capacity requires. Floor space required, approximately 9'-6" x 5'-3" inside; height depends on capacity; 3 horse power required.

We Will Gladly Cooperate With You in Designing the Most Efficient Installation

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO, ILLINOIS

The "Enterprise" No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

Four plates furnished with each machine, one fine, one medium, one coarse, and one knife for cutting fat. Also three knives and one fat knife.

No matter what your chopping problems may be "Enterprise" experts can help you.

Our fifty years' experience is at your disposal.

Send for catalog showing the entire "Enterprise" line.

**THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.**

No. 1



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manufacture of the*

"Red-Hot" Electric Meat Branders

They are superior

**Geo. J. Schneider
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Watch the "wanted" page every week.

These features mean better Hams

Investigate them

Strong elastic springs make uniform prod-
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Guide prevents Hams from getting lopsided.

Will give one for trial to prove its merits.



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Made of best cast aluminum.

Makes perfect straight Hams and Meat Loaves

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KRAMER Hog Dehairing Machines

Save Labor—Do Real Cleaning—Low Upkeep

Capacities 50 to 1,000 Hogs per Hour

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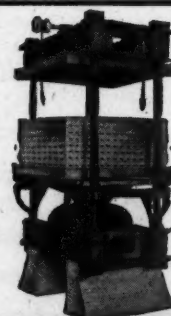
Hydraulic Presses

FOR

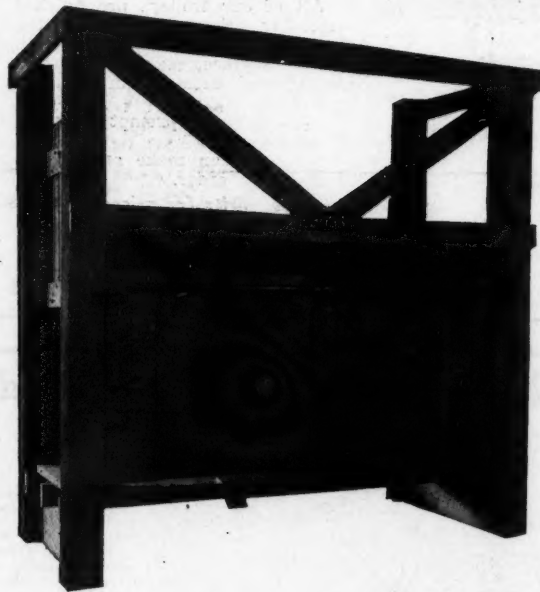
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Single, Wood. **"BOSS" Cattle Knocking Pens** DOUBLE, STEEL.
For 1 or 2 Cattle For 4 Cattle



Steel Pens for 1 or 2 Cattle.
Open after dumping bullock.

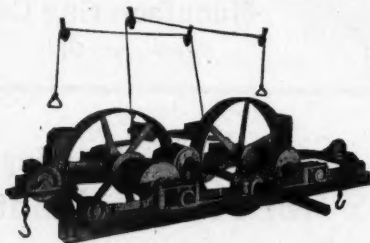
Simple. Fast. Automatic. No Power.

In use all over the United States

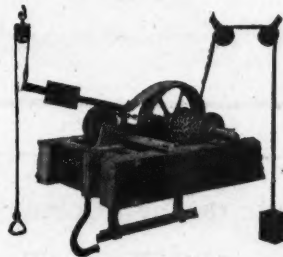
Stunned bullock dumps itself onto floor. Bottom and front door are joined and counterbalanced to tilt simultaneously. Both are held in position by lock lever.

"BOSS" Double Beef Hoists

Also Single. Belt or Motor Driven.

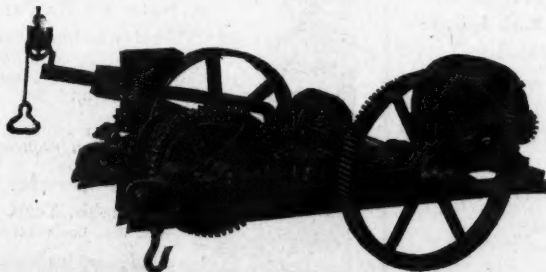


"BOSS" Beef and Rail Droppers



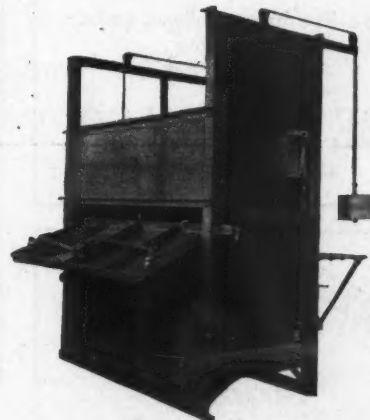
"BOSS" SINGLE GEAR HOIST—Motor Driven

Double Hoists also furnished. Belt or motor Driven.



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30 in use in
Cincinnati
Are time
and labor
savers

HAND
BEEF
HOISTS
also
furnished



"BOSS" SLIDE PRITCH

For Concrete Floors

Bullock is placed on saddle. When one side is dressed, bar is pushed through saddle and pritch attached to other side of bar and bullock.



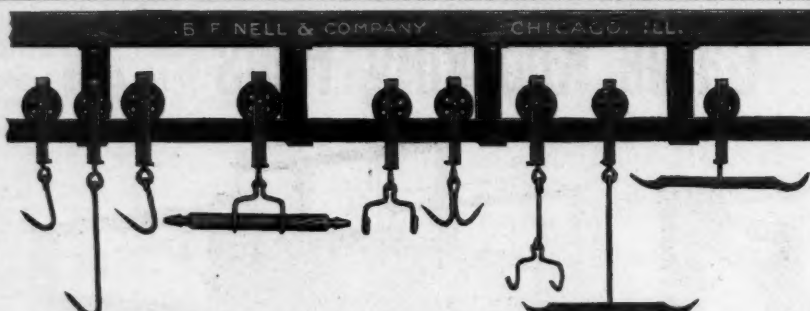
THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
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Outfits

Manufacturers Sausage & Rendering
"BOSS" Machines Outfits

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**For Hogs, Beef, Sheep, Calves
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We can make prompt shipment from stock.

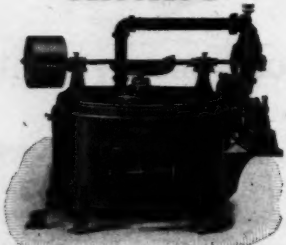
Also we can make any special traveler to order.

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When YOU want
"More lard per hog"
 Use Bannon Separators
 In the Rendering Plant
Over 60 in Use
 Save Product Save Labor
 Save Time
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THE BANNON CO.
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REDFIELD'S

CHICAGO




Pan Dryer
Tank-House Equipment
 53 W. Jackson Blvd.

**Standard 1500-lb.
Ham Curing Casks**



Write for Prices and Delivery
Bott Bros. Mfg. Co. WARSAW, ILLINOIS

*The meat chopper that does more and
better work and lasts a lifetime*



THE CLEVELAND
KLEEN-KUT MEAT CHOPPER
CLEVELAND, OHIO

The New No. 7E-Type-K Cleveland KLEEN-KUT Meat Chopper will truly chop twice as much meat as the average chopper. And too, its great power and ability to cut large pieces through a 1/4-in. hole plate is further evidence of the advantages obtained in its installation.

There are no bearing troubles possible with this machine, as the large roller bearing is in the rear, far away from the harmful meat juices and particles.

A Profit Maker and a Profit Saver is this quiet running chopper equipped with the famous Cleveland KLEEN-KUT flat sided plates.

**The Cleveland
Kleen-Kut
Manufacturing Co.**
Cleveland, Ohio

Write us for information
and prices on

H. & H. Electric Ham Marking Saw
 H. & H. Electric Pork Scribing Saw
 H. & H. Electric Beef Scribing Saw
 H. & H. Electric Fat Back Splitter
 Calvert Bacon Skinner
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 Maple Skewers
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A Guaranteed Water Supply for Packing Plants



Layne engineers contract to construct a well and deliver you an operating well system producing a guaranteed quantity of water on a basis of **Water Or No Pay.**

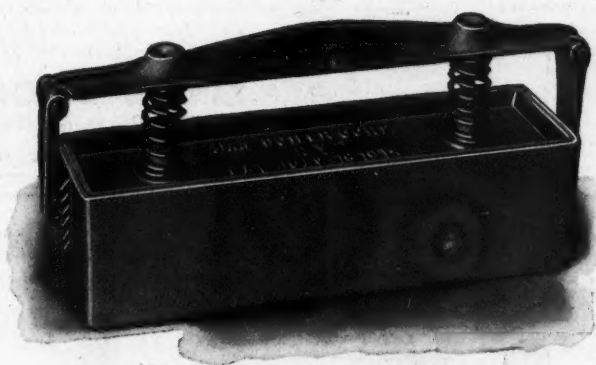
The Layne high capacity pump is the most economical equipment to pump all the water any well will produce.

Bulletin on request

Layne & Bowler Co.
 Memphis, Tenn.
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Large Profits in Fine Butchery



The American people are fast losing their old suspicion and prejudice towards the products of fine butchery. Many packers are learning that this

department is becoming one of the most profitable.

A nutritious meat or tongue loaf produced in our D-1 Boiler will have a ready sale among restaurants, lunch counters, delicatessens and local butchers. It has a square cut to fit sandwich bread.

Be the first in your locality to produce this big seller.

Ham Boiler Corporation

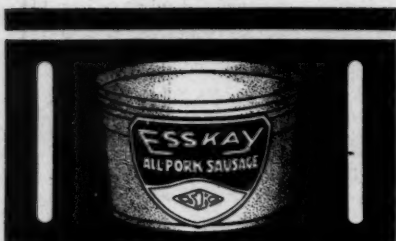
1762 Westchester Ave.

New York

Factory, Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley Street, Liverpool, and 12 Bow Lane, London.

Canadian Representatives: Goold, Shapley & Muir Co., Ltd., Brantford, Ontario.




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*the Package
That Sells Its Contents*


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NEWARK NEW JERSEY



When you think of

Baskets

THINK OF



LIGHTEST STRONGEST
BEST

A. Backus, Jr. & Sons
Dept. N.
DETROIT, MICH.

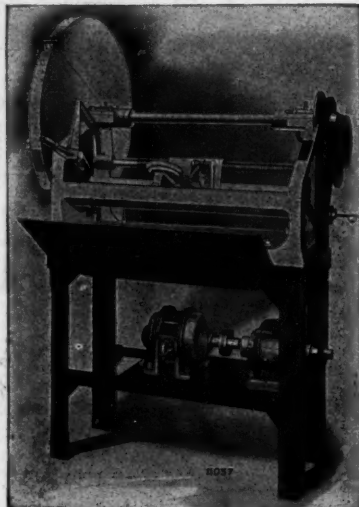
Two Pickling Vats for Price of One

"Ideal" Storage Vats—for pickling and curing meat
United Cooperage Co., 1115 Fullerton Ave.
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Orders given prompt attention

Smoking and Cooler SAWDUST

Any Quantities & Deliveries
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"We know of no slicer on the market as Efficient as the Link-Belt Machine"



Motor driven machine mounted on combination machine table and motor stand.

THE Batchelder & Snyder Co.,
Boston, Mass., is one of scores of satisfied users of the Link-Belt Combination Beef Chipper and Bacon Slicer. They write:

"We have had two Link-Belt machines in constant use for years, and we have nothing but the highest praise for them. We know of no slicer on the market as efficient as the Link-Belt machine."

Similar testimony comes from practically all the leading packers, because the Link-Belt machine is unequaled for speed, accuracy, convenience, and durability. Write for full particulars.

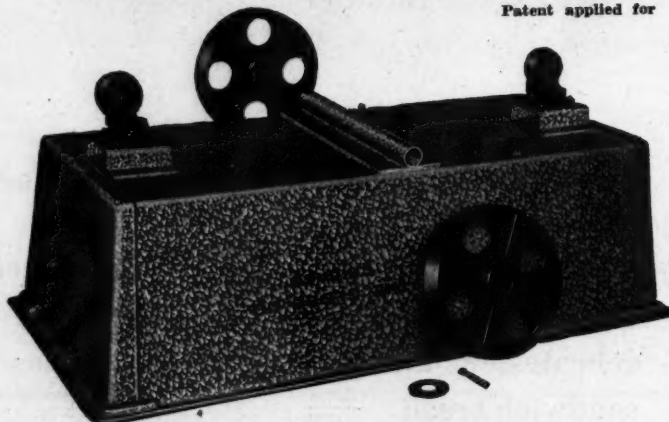
2000

LINK-BELT COMPANY
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The Globe Truck Under-Construction

Patent applied for



Globe Trucks Are The Most Sanitary Trucks Made

Send Us Your Inquiries

All Globe Constructed Trucks Eliminate All Bolts and Rivets From Body

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Manufacturers of Packinghouse Equipment
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BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette Cloth and Bags for Covering Meat
WRITE US FOR INFORMATION AND PRICES

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Express Body With Canopy Top and Curtains

Prompt, safe, dependable deliveries are even more essential in winter than in summer. Rain, snow, ice or cold—bad weather must not interfere with good service, for profitable business depends upon good service the whole year round.

Ford trucks are the best assurance of prompt winter deliveries. The engine starts readily in coldest weather. Light weight and compact construction make possible safe, easy handling in congested traffic, on icy streets and country roads.

The Ford express type truck

has a canopy top and side curtains to protect the load. A wide comfortable seat is enclosed within a weatherproof cab. The all-steel body of this sturdy truck has a loading space of 115¼ cubic feet. The platform is 48" wide, and 86" long. Clearance from floor to top is 50".

The rush of holiday business is the supreme test of any delivery system. Ford Trucks will meet the test in an economical and satisfactory manner.

Go to your Authorized Ford Dealer and ask him to show you this splendid truck for year round safe, dependable deliveries at low cost.

\$535

F. O. B. Detroit

Ford

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REX BRAND
The King of Nitrates

Double Refined Nitrate of Soda
Prompt Shipment

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Complies with
B. A. I. Requirements Write for Prices
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Protect the Product

HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

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Carton Company**
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The Stockinet Smoking Process

U. S. Letters Patent No. 1,182,715.



Saves
Labor
Trimming
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,
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To get large sales, your Mr. Quality should have the assistance
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colors are used by
 the largest Sausage
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 the country. Let
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*Distributors of
 Certified colors
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The UNITED STATES CAN Co. CINCINNATI



Manufacturers of
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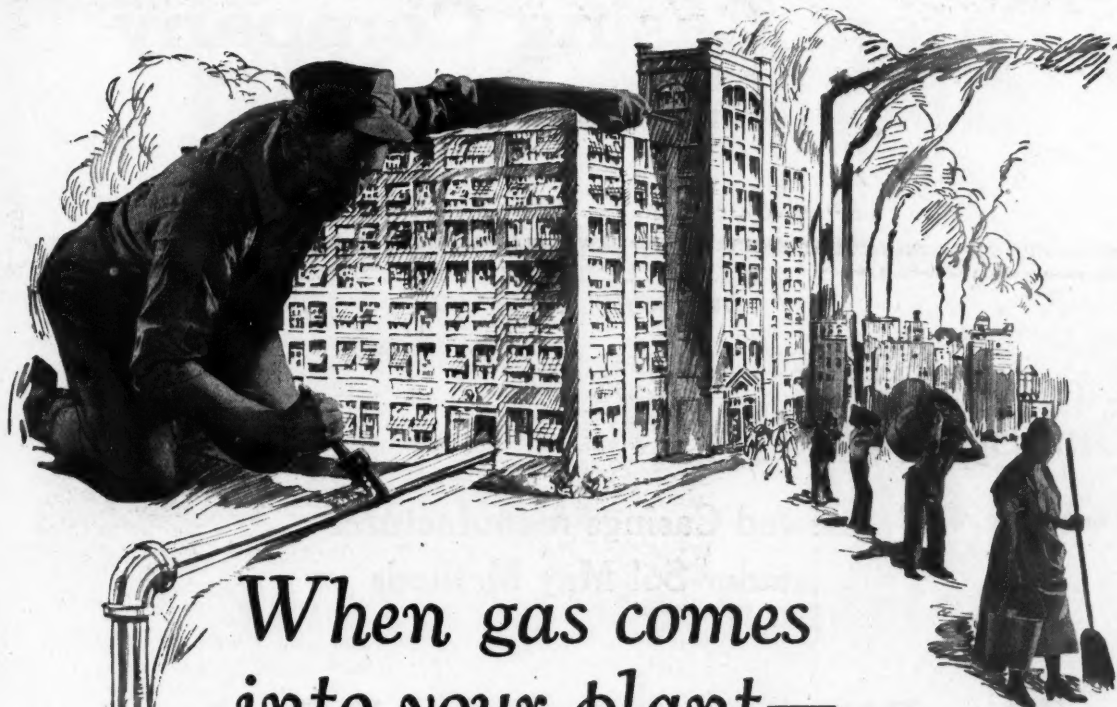
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 our best advertise-
 ment

We originate and
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ONE OF A SERIES OF ADVERTISEMENTS SPONSORED BY THE AMERICAN GAS ASSOCIATION



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OUT go dirt and soot and ashes! Away forever with storage and handling costs for coal or oil.

When the gas-mains come in, out goes the main cause of "rejects" and "seconds"—lack of uniform heat control.

In with the gas pipe enter economy, simplicity, perfection in control and product.

Though often the fuel of higher first cost, city gas saves in labor and handling and eliminates wasted floor-space and rejected output—so that it is actually the cheapest fuel—wherever heat is used in industry.

Gas—the super-fuel—is the ideal fuel for you; and your local gas company stands ready to prove it in your own plant. Telephone today for one of their trained combustion engineers.

Packing house superintendents should know

That "when gas comes into the stock yards" the ideal fuel is immediately available for ham smoking. Excessive losses in shrinkage are eliminated. A new uniformity never before possible is certain with city gas because it is so easily and surely controlled by automatic proportioners. Production is increased and labor reduced. Great strides have been made in smoking ham. **Learn the new facts!** Write the American Gas Association, 342 Madison Avenue, New York City, for interesting and valuable information.



If it is done with heat
you can do it *better* with gas

Patent Casing Company

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*We buy and sell all kinds of
Sausage Casings*

Our Specialty:

Sewed Casings manufactured
under Sol May Methods

The Pioneers of Sewed Casings

SAUSAGE CASINGS

THE BRECHT COMPANY

ST. LOUIS

NEW YORK

ESTABLISHED 1883

BUENOS AIRES

HAMBURG



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TEL. BROAD 3530

*Cleaners and Importers Sheep
and Hog Casings.*

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EARLY & MOOR, Inc.

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"The Skins You Love to Stuff"

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Importers

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*If equipment can effect a saving in your plant you are paying a tax
equal to that saving until you install that equipment. —Henry Ford.*

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Mediums

Wides

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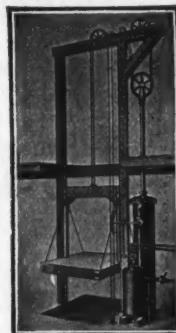
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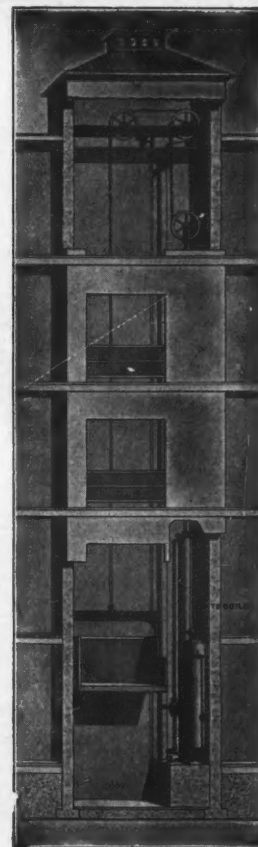
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Vol. 73

Chicago and New York, November 14, 1925

No. 20

Know Your Killing and Cutting Costs

**Are Your Expenses as Low as They
Should Be Compared To the Volume
Of Your Kill?—Easy Way To Learn**

II.—How To Make the Cost-Finding Chart

Have you a complete check on expense in your hog-killing department, Mr. Packer?

Or do you just guess at expenses and let it go at that?

In working out THE NATIONAL PROVISIONER's "Short Form Hog Test" daily, or at frequent intervals, it is very desirable to have a close estimate of costs. No fixed figure can be used, for these will vary from week to week, depending on the number of hogs slaughtered.

A quick method of estimating killing and cutting costs in the hog department is much desired by many packers. But the question is—how to develop this method?

Anybody Can Work This System.

Is it necessary to have expert packinghouse accountants to work out this method, or can any good efficient accountant or test clerk work it out for his employer?

This is answered by Louis B. Dorr, in his articles on "Fixing Expense in the Hog Test," the first of which appeared in THE NATIONAL PROVISIONER of October 10, 1925.

In that article the advantages were pointed out of having a chart on hand at all times by means of which the packer can find out exactly what it is costing him per hundred pounds live weight in his hog killing and cutting department on any given day.

Is Expense Under Control?

Such a chart will disclose some interesting facts.

First, it will show whether expense in the hog department is or is not under control.

To those who have carefully kept track of their expenses it will be a satisfying check.

To those who have felt that it was

not worth while, it may be a disagreeable awakening. But it will bring home to them the necessity of keeping account of their costs if they don't want to lose money.

Proper Analysis of Expense.

Second, the plotting of the lines will bring out poor or faulty analysis of expense items from month to month.

If the expense has been properly controlled and true period accounting followed, it will be indicated in the plotting of the lines.

If labor is not performing as it should, or if lay-offs have not accompanied decreased volume as they should, these and similar faults will be brought out.

Third, even if no use whatever is made of the completed chart, it would be valuable to have it plotted.

Cost should always show a definite relationship to volume, and this is

one sure way of finding out if the relationship is right.

In the first article it was shown in a general way just how the chart should be made. The foundation of this chart was a line, based on the expense of the department over given periods.

In the following article Mr. Dorr tells exactly how to plot this line. It is based on the known fixed expenses of the hog department, the expenses which are "semi-fixed" or which vary somewhat in different plants according to volume, and those such as labor, which are always "variable."

The instructions given are specific, and it should be possible to follow them out and complete a chart without difficulty.

The same general principles that apply to finding the costs in the hog department will apply in the cattle or any other department of the plant.

In the third article of this series Mr. Dorr will explain the use of the idea in other branches of the packing business.

Fixing Expense In the Hog Test

By Louis B. Dorr, Controller, Jacob Dold Packing Co., Buffalo, N. Y.

—Copyright, 1925, by The National Provisioner.

II—LOCATING THE LINE X-Y.

In the previous article it was stated that the whole value of the chart there described obviously depends on the accurate construction of the total expense line "X-Y." In this article it will be explained how this line is located.

Packers who desire accurate test figures will want their accountants to set up such a line for their own trial. And the analytical effort necessary will bring its own reward.

For the first benefit derived will be a clear disclosure of how thoroughly expense is or is not in control.

To most this first result may come only as a gratifying assurance. To others, perhaps, it will be a disagreeable but highly valuable surprise to learn that expense has not been kept consistently proportioned to volume!

This line on the chart usually presents

Need a Cost Finder?

Is it worth while to know what expenses are, Mr. Packer?

Isn't hog killing one place where every cost possible must be lessened or saved?

Is not this equally true of cattle killing, or any other department?

Can this be done without knowing what these costs are?

Do you want a quick way of knowing all the time what it costs per head or per hundred pounds to kill?

Read this article, and the one appearing in THE NATIONAL PROVISIONER of October 10, 1925. They will tell you exactly how someone in your organization can work out a chart for you by which you should always know what your costs are.

only a composite of past experience of departmental cost as affected by volume of kill.

What X-Y Represents.

But, if expense conditions will be materially different in the future, then judgment of the effect of such condition changes may enter into the erection of the line, so that it represents what ought to be, rather than what has been, the expense in proportion to volume.

And in some cases, where reliable data on past experience is not available, or the analysis demonstrates entire lack of proportion control, the line may be based wholly on judgment, representative of a carefully-figured estimate deliberately determined as the budget on which future expense ought to and must be controlled.

It is probable, however, that with most packers expense control in so important a department has been attained so long since that a true set-up of experience is a sufficient guide to the future.

The First Steps.

In any event the first step is the examination of that experience by tabulation of past cost analyzed for its fixed and variable elements—or for "controllables" and "uncontrollables," as it is sometimes phrased.

While the two classes only are the frequent and usual division, it will be found useful (for reasons apparent as we proceed) to introduce between them a third, partaking of the nature of each.

So our table will contain these classes:

1. Fixed Expense
2. Semi-fixed Expense
3. Variable Expense

It should be unnecessary to elaborate on the individual expense items assignable to these classes respectively.

Such things as Rent, Depreciation, Taxes and Insurance (on buildings and machinery), and some features of apportioned plant overhead, are "Fixed" of course. And day labor is wholly a "Variable."

What is "Semi-Fixed" Expense?

The chief problem will lie in selection of the items to be classed as "Semi-fixed." This is not a clearly-defined class.

But according to methods of accounting distribution employed (which vary in different plants) and influenced by differences in operating and accounting conditions and policies, what may be a fixed expense in one plant will in another vary somewhat in proportion to volume, though the variance will not be as responsive to volume change as with a true variable, such as direct labor.

Each accountant must judge for himself. And he cannot go wrong if he follows a general rule to treat as "Fixed" only what is pretty certainly of that class (not in theory, but his actual facts); as "Variable" only those items which are influenced by volume as directly as is labor; and to treat everything else as "Semi-fixed."

In the illustrations to follow this rule was observed, with the exception that steady time direct labor is included with "Variables." An actual weekly figure was

thought to outweigh the advantage otherwise of classing as "Semi-fixed" where it would more truly classify.

Period to Be Studied.

Next is the selection of the period to be analyzed.

This should cover a sufficient time to present a large number of instances, particularly of variables. It should go back, however, not longer than representative of cost conditions reasonably like current and probable immediate future conditions. And it should exclude any individual months during which expenses are known to have been abnormal.

Not less than eighteen individual months (not necessarily consecutive) should be used; twenty-four or more months is preferable.

Monthly or period figures, expressed as a weekly average for each period, will do for the first two classes of "Fixed Expense" and "Semi-fixed Expense." "Variables" should be actual weekly figures associated with the concurrent weekly kill.

A Table to Work With.

Prepare now a condensed tabulation in round figures stated to the nearest \$25.00 in about the following form:

Month or Acctg. Period	(1) Total Expense Weekly Average	(2) Average Kill Weekly Average	(3) Fixed Expense Weekly Average	(4) Semi-Fixed Expense Weekly Average	(5) Actual Kill Weekly	(6) Variable Expense Actual Weekly
1923	\$.....		\$.....	\$.....	8,400	\$3,060
Nov.	5,375	8,425	1,150	1,000	7,850	3,175
					8,325	3,100
					8,950	3,650
Dec.	5,475	9,575	1,350	800	9,950	3,475
					10,325	3,900
					9,050	3,150
					8,900	2,850
1924						
Jan.	et cetera					

We are now ready to make the set-up charts.

Paper and Scales.

Any charting paper ruled each way in equal units of five or ten will do. Stock forms in millimeter ruling or twenty divisions to the inch are easily obtained. Either is ideal. The latter was used for the charts shown.

Only two scales are needed. Vertical lines will represent on the horizontal scale "Hogs Killed," in thousands per week. Horizontal lines on the vertical scales represent "Cost" in thousands of dollars per week.

Both scales start from zero at lower left hand, and by equal spacing per thousand run to maximum somewhat above the demand for practical figuring.

The horizontal scale for volumes must end at the right hand maximum of 10, or its even multiple.

Thus, for a small plant 10,000 should be ample. For one with volume large enough to require more than 20,000, it will need 40,000.

And a very small plant might chart in hundreds instead of thousands.

On a maximum of 20,000, used here, the scale permits accurate readings to within 100 of actual, or approximate to within about 25. A smaller volume on the same paper would increase the scale and give proportionately more accurate readings.

CHART I—FIXED EXPENSE.

With a chart laid out for the volume

range selected, and a dollar range to include the greatest figure in column 3 of the table, distribution of fixed expense experience is to be made.

The figures are from columns 2 and 3. Locate a dot for each pair at the intersection of the lines representing amounts of weekly kill and fixed expense respectively.

There now appears a series of dots, which tend to spread out in a line that either is flat or rises slightly with increasing volume.

If selection of items for fixed expense has been very rigidly restricted, the line should be flat. But as in actual analysis some difficulty may occur in keeping to so exact a selection, the illustration is made to conform with what most usually will be found in the result—a slightly rising line.

Here Results Begin to Show.

Right here is the first indication of expense control or want of it—both, in fact—and in accounting by periods.

Badly scattered points, showing little of definite group alignment, indicate poor control or faulty analysis for tabulation.

Properly controlled expense, with true period accounting, should look something like Chart I.

A single instance or two of dots badly out of the group alignment may indicate abnormal months. These should be investigated, and if the figures cannot be corrected by elimination of the abnormality, they should be excluded from the table and disregarded. The inconsistency should be very marked, however, to justify such exclusion.

Next, with a piece of string or a transparent straight-edge ruler, locate a straight line which falls about through the center of the dot grouping, with as nearly as possible equal numbers of dots above and below it.

In this some consideration must be given to the distances by which the dots vary from the proposed line. Thus, two or three dots close to the line may weigh equally against one or two at greater distance on the other side at a near point of volume.

B-B is "Fixed Expense" Line.

With the balance established, draw the solid line A-A and project it to both sides of the chart, as shown by dash lines, to make the completed line B-B.

In B-B we have our "Fixed Expense" line. It portrays actual experience between points A-A, but in the range of volume outside of experience determines what may well be expected of this class of expense.

CHART II—SEMI-FIXED EXPENSE.

In estimating the semi-fixed expense, as shown in Chart II, follow the same procedure, using figures from columns 2 and 4.

This time the rising line is to be expected. Its rate of rise will be governed entirely by the strictness with which the other two classes have been limited in analysis. Here, too, more instances of apparent abnormality may be encountered, and a nicer judgment required to satisfactory selection of the line B-B.

CHART III—VARIABLE EXPENSE.

We come now to the most important element, that of variable expense, shown in chart III.

Variable expense is the one factor in cost which must be controlled most closely, and estimated accurately, if total expense as affected by volume is to be known.

So now we deal with many more instances and with actual, not average, figures from columns 5 and 6.

This time we probably do not get a straight line grouping. There should be, though (as illustrated), a well-defined straight line effect sharply rising through the middle and busiest range of volume, but flattened out at each end.

Getting the Line C-C.

First must be located the center portion of our desired line.

Proceed as before, disregarding the obviously out-of-balance dots at either end. The line C-C results.

Now, taking the flattened groups at either end of the volume range separately, establish lines D-B and B-D.

The line complete appears as a solid portion A-A, which follows the actual group curve.

In this chart, more than either of the others, control or lack of it will be shown clearly by the way the dot groupings fall into reasonable alignment.

If labor is not performing with consistent efficiency, or lay-offs do not attend decreased volume as they should, the dot groupings will show it.

If a higher measure of efficiency per dollar of expense is not attained at and beyond the normal peak of volume, the flattening of the line at D-B will not appear.

If in times of minimum production, labor cost is too responsive to volume increase, B-D will be shortened and A-A will turn upward at too low a rate.

CHART IV—COMPLETED LINE X-Y.

There remains now nothing but a bit of graphic addition.

At all points X-Y represents the sum of the vertical distances of the several lines B-B from their respective base lines. X-Y is the graphic total of the three.

As these lines (except line B-B of Chart III) are all straight, the only points required are on the volume verticals at points corresponding to 0, 5, 13, 20, and we can plot X-Y, a true picture of our experienced average cost at all rates of volume within the range covered by the figures of our table.

Outside of this experienced range we have at either end, from 0 to the maximum charted, an approximate trend the

possible error in which lies conservatively on the side of over-statement.

Quick proof of the accuracy with which the several set-up lines were located in their respective field of dot groupings can now be made by locating the figures from columns 2 and 1 against the completed line X-Y. The dots should fall on or very near the line, and present a good group balance above and below it.

Modification on Judgment.

If it is desired to create a line X-Y not exactly in line with experience, because of known changes in future expense conditions—such for instance as a general change in wage rates—the effect of such changes may be introduced into the figures from which the table is compiled.

Or, if it seems best to provide a slight margin of safety in the completed line, it may be arbitrarily raised or lowered a point or two, according to the effect desired.

And of course where—as in the instance of a new business—no past experienced cost is available, the table may be estimated on careful judgment of what cost must be. In such case the line becomes purely a budget line, by which control may be checked. Nevertheless, it is still the best basis for expense figuring until experience has been accumulated on

which to build a new line.

Best Test for Expense Control.

Were no use whatever to be made of the completed chart, its plotting is well worth while.

No better test exists for the assurance of expense control. Cost should vary in some definite relation to volume. Either it does or it doesn't—which experiment with these distributions will demonstrate.

But the chart has a very definite value. With it an accurate expense differential can be instantly applied in the hog test, as described in a previous article in *THE NATIONAL PROVISIONER*, October 10, 1925.

And, as will be explained in a later article, its use can be carried still further. By the addition of a few concentrated lines, which will represent departmental profit or loss as X-Y does expense, every inter-relationship between gross margin, expense and net departmental profit and loss, as they are severally or jointly affected by volume, will be available as basis for practical judgment of the packer's daily problem—to kill or not to kill?

EDITOR'S NOTE—If any who attempt to work up these charts for their own use meet with difficulty in applying the explanation and instruction given, the author will be glad to offer special advice. Address Editor, *THE NATIONAL PROVISIONER*, Old Colony Building, Chicago.

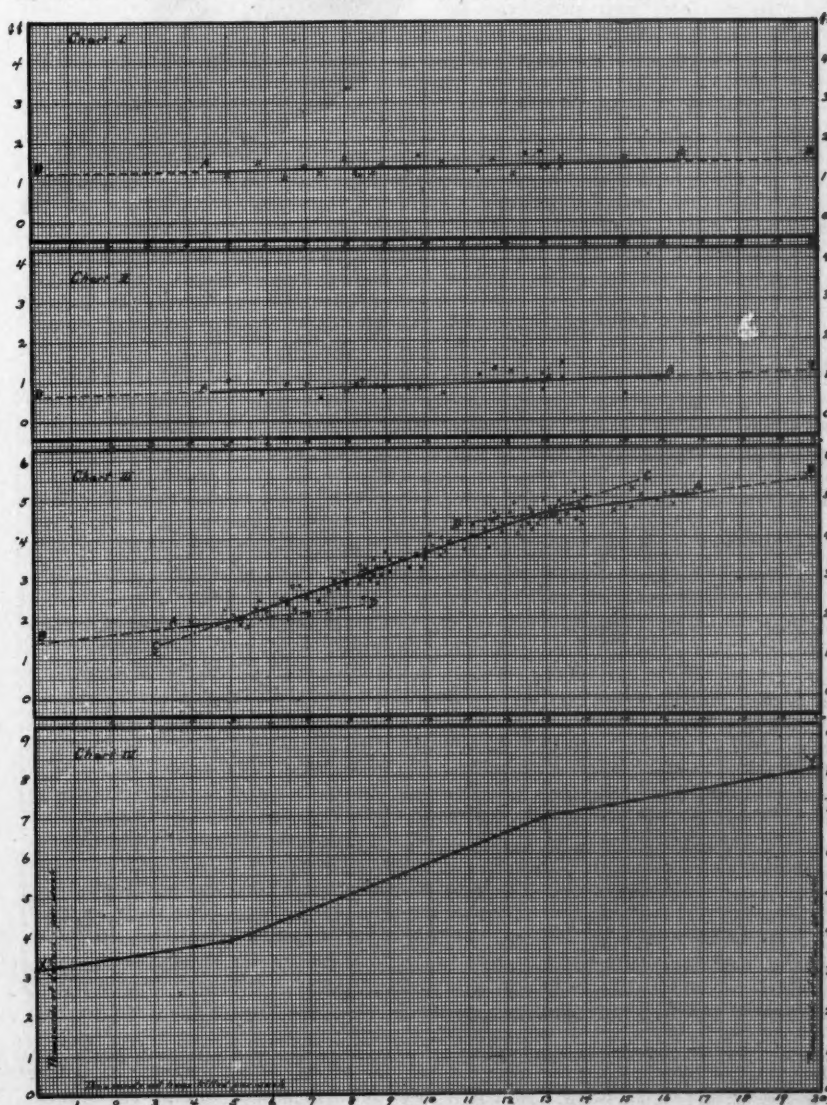


CHART FOR CHECKING OPERATING COSTS (HOW X-Y LINE IS FOUND)

These four charts show the steps Mr. Dorr took in figuring out his X-Y line.

Chart 1, at top, shows the line of fixed expense; chart 2, below it, the line of semi-fixed expense; chart 3 in this figure, the line of variable expense. The bottom chart in this illustration shows the completed X-Y line.

Institute to Tell Members of Its Work

Regional Committee Authorized At Convention Will Hold Meetings To Keep Members in Closer Touch

A more complete understanding of the work done by the Institute of American Meat Packers will be had by its members as the result of a new plan launched last week at the Institute offices in Chicago.

The plan was originally presented at the convention held last month in Chicago, and was unanimously approved. By this plan the Institute will go out into the field to its members and give each one of them an opportunity to reap the fullest benefits of membership. This is a departure from the attitude of some trade associations, of "Let the members come to us." The Institute is going out and meet its members face to face.

The new Regional Committee, which was formed under this plan, takes the place of the old Trade Extension Committee. Its members have now been appointed, the first meeting held and the ground work laid for a progressive plan of action.

How the Plan Will Work.

This plan involves a series of regular meetings in packinghouse centers, beginning in December and held on alternate months thereafter, except that the last meeting of the year will be held in September instead of October.

Each regional meeting will be attended by two departmental directors from the Institute. At these meetings, which will be held under the auspices of the regional chairmen, various phases of the Institute

work and of the numerous service activities available to the membership will be explained. Members will have an opportunity to participate in the benefits.



OSCAR G. MAYER
President of the Institute and ex-officio
chairman of the Regional Committee.

This unique program was fully discussed and unanimously approved at the initial meeting of the Committee, held on Friday, November 6, at Institute headquarters.

Regional chairmen from all parts of the country, except the far West and the extreme East, and several members of the Executive Committee attended.

Meetings of the regional chairmen are to be held in Chicago on the first Friday of every second month, according to the plan adopted. These central meetings will be followed by local meetings arranged and held in accordance with a prearranged schedule. Two members of the Institute staff will attend each local meeting, as already stated. They will explain the services which are available and enlist the co-operation of the membership on such projects as require the aid of the members.

Object of the Plan.

"The aim is to help members get the most out of the many services which are available through the Institute," said President Oscar G. Mayer in presenting the plan for the local meetings.

"We have found that members in some cases have not been aware of all the Institute could do for them. In accordance with our desire to increase the practical service of the Institute to the membership to the utmost, we believe it advisable to send members of the staff into the field to meet with the members in local groups, discuss common problems, ascertain wherein the Institute can be of service, and then make that service available.

"By going into the field, we believe that we shall be able better to understand the problems and needs of different members and in this way become able to render better service.

"In addition to enabling us to make our present activities of greater value to the membership, the field work which we contemplate should enable us to discern any needs that the Institute may not now be meeting, and take steps to provide any new services that may be desirable.

Value Depends on Use of Service.

"The value of many of our activities depends directly on the extent to which members participate in them. Such activities as the standardization and purchasing work are examples. The more members who adopt the Institute's standardization program, the greater will be the savings available to all other members. And the greater the volume of purchasing done through the Institute, the lower will be the prices to all members.

"When members know fully of all of these money-saving and money-making activities, and have the opportunity to ask questions about them and discuss them, I believe that the response will be gratifying, and that the entire industry will thereby be benefited. For these reasons, I am sure that our proposal to carry the work of the Institute directly to the members in their own plants will prove highly successful."

An Example of the Method.

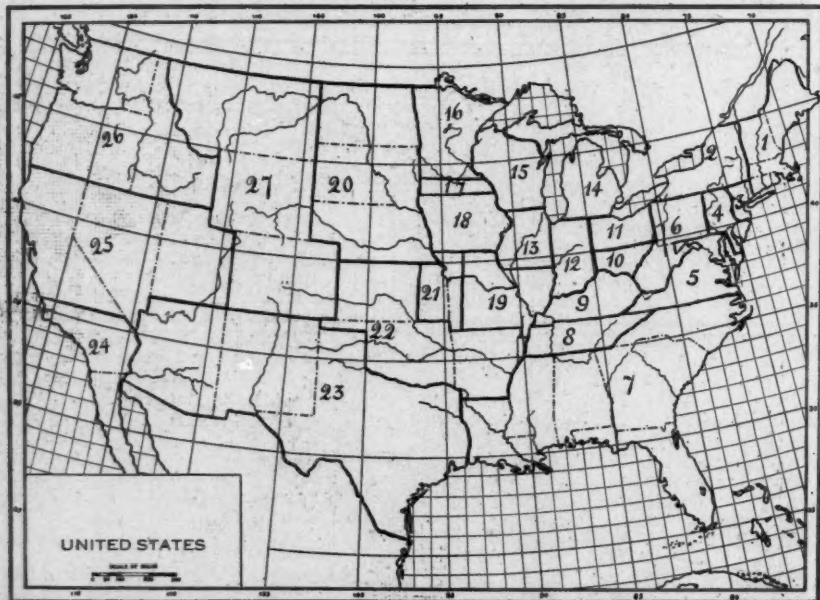
To illustrate how the Institute work could be placed before the membership at the regional meetings, Mr. Mayer called on four members of the Institute staff to discuss before the Committee the work of their departments and explain the services which were available.

H. R. Davison, director of the Department of Waste Elimination and Live Stock, discussed the waste elimination work and how it concerned the membership.

Dr. W. Lee Lewis, director of the Department of Scientific Research, explained the work of his department, including the study made of the use of nitrite in curing.

H. D. Tefft, director of the Department of Packinghouse Practice and Research, explained the Institute's standardization program and other activities carried on by his department.

(Continued on page 47.)



HOW COUNTRY IS DIVIDED FOR INSTITUTE WORK.

The country is divided into 27 districts or regions, as follows: Region 1, New England; 2, New York state north and west of and including Kingston, also Erie, Pa.; 3, New York state south of Kingston, and New Jersey north of Trenton; 4, Penn. east of and including Harrisburg and Williamsport, and N. J. south of and including Trenton, and all of Del.; 5, Md., D. C., and Va.; 6, Penn. west of Harrisburg and Williamsport, and W. Va.; 7, N. and S. Car., Ga., Fla., Ala., Miss. and La.; 8, Tenn.; 9, Ky.; 10, Ohio south of and including Columbus; 11, Ohio north of Columbus; 12, Ind.; 13, Ill. north of Springfield; 14, Mich.; 15, Wis.; 16, Minn. north of Albert Lea and Austin; 17, Minn. south of and including Albert Lea and Austin; 18, Iowa; 19, Ill. south of and including Springfield, Ill., and Mo., east of Springfield, Mo., and Sedalia; 20, No. and So. Dak. and Nebr.; 21, Kan. east of Wichita and Mo., west of and including Springfield and Sedalia; 22, Ark., Okla. and Kan. west of and including Wichita; 23, Tex., Ariz. and N. Mex.; 24, Southern Calif., including Fresno; 25, Calif. north of Fresno, Utah and Nev.; 26, Wash., Oregon and Idaho; 27, Colo., Wyo. and Mont.

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Correspondence on all subjects of practical interest to our readers is cordially invited.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

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Don't Be Foolish Again!

Winter marketings of hogs smaller than indicated by the June, 1925, pig survey are being forecast by the U. S. Department of Agriculture.

This conclusion is based on the fact that the large supply and lower price of corn will delay marketings until next spring. The spring run, according to the same forecast, may be larger than was indicated in the June survey.

Even if hog marketings in the next few months are exactly as the department forecasts, packers should go slow in buying at higher prices. There is more to be taken into consideration than the size of the hog runs.

It makes no difference how few hogs come to market. If the price is so high that the product can not be marketed at a level the general public can and will pay, the packer is the loser and indirectly the producer also.

It would seem an unwise policy to rush in and buy hogs at a constantly increasing level without a certainty of the outlet for the product. It has been demonstrated in no uncertain terms that there is a point beyond which the public will not go in the price it pays for pork products.

Only recently a survey of the retail meat situation in one mid-west state indicated that the prices of bacon, ham and pork chops are practically double those of pre-war times, while beef is only 60 per cent above. In the case of sirloin steak the price is 64 per cent above the pre-war level.

Even if much of this beef is not prime, or even good, it should be borne in mind that many people know only common and medium beef, and will buy it at a reasonable price in preference to pork at a high price.

Other factors that will probably have a marked influence on the demand for pork during the coming two or three months are the near approach of the great poultry season of the year and the period of the heavy farm kill. These two factors have an enormous influence on the demand in the country as a whole, and should not be ignored.

Packers made an error this year in being alarmed about the supply of hogs, thinking only in terms of 1923 and 1924. As was well demonstrated before the 1925 packing year was over, it was not a question of how many hogs came to market, but of how many the trade would absorb at the price.

Another point that should not be lost sight of is this:

Regardless of the size of the corn crop and the amount on hand, farmers are going to market their hogs when they are ready. They know that well-finished porkers weighing around 225 to 275 pounds are likely

to command a much better price than the same hogs carrying 75 or 100 pounds more weight. They know that there is nothing to be gained by holding hogs too long, even to consume cheap corn.

It is important that packers carefully weigh these new forecasts from the government in the light of trade demand, rather than in the light of hog supply, and not plunge themselves in a price whirlpool that will absorb their chances for profits during 1926.

Credits Interest Everybody

There is much activity at the present time toward improving the credit situation and assisting business generally in its credit relations.

Among other services the National Association of Credit Men sends broadcast information on credit and its abuse, and points out the kind of abuses that are punishable, and those which cost business and individuals large amounts of money, but for which there is no legal redress.

The International Chamber of Commerce is undertaking the task of reconstructing and developing credit machinery, for use in the transaction of international business, which will have such a widespread influence in the future on both domestic and international business of every description and on the employment and prosperity of the American people.

Recommendations looking to the wider international exchange of credit information are being prepared. In commenting on this effort, the American committee of the chamber says:

"Manufacturers and business men in all countries who grant credit to their customers have common interests. They should therefore cooperate to exchange credit information regarding customers to protect themselves against fraud and unfair commercial practices, to arrange for mutual support in periods of economic crises, etc."

These important steps are of especial interest to the packing industry generally, where a quick turnover and short terms are essential. The fact that the great bulk of raw product used in the industry must be paid for in cash from day to day, as it is delivered, makes it doubly important that the returns on the finished products sold be made at the appointed time.

Therefore, any credit information that is available is valuable to packers, not only from the standpoint of direct credit relations, but as influencing the buying power of the public, and maintaining and stabilizing markets for the output of the industry.

PRACTICAL POINTS FOR THE TRADE

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Making Mince Meat

A meat dealer in southern Illinois has a good market for mince meat, and wants a recipe for making a good quality of this product. He says:

Editor The National Provisioner:

I am very much interested in your paper and think your recipes just fine.

I would like a good recipe for mince meat, as I am in a position to use quite a little of this product if I can make a good quality.

Following are three mince meat formulas, any one of which will produce a high-class product.

A High-Grade Formula.

One formula calls for

- 80 lbs. choice beef
- 80 lbs. prime beef suet
- 160 lbs. good apples
- 40 lbs. citron
- 20 lbs. lemon peel
- 20 lbs. candied orange peel
- 80 lbs. stoned and cleaned layer raisins
- 80 lbs. picked and washed currants
- 80 lbs. stemmed seedless raisins.

The beef should be simmered until tender, cooled off over night and then chopped. The suet should be shredded, defibrinated and then chopped, and the apples pared, cored and chopped. Chop the citron, lemon peel and orange peel fine.

Then chop and thoroughly mix all of these ingredients. To this should be added

- 80 ground nutmegs
- 10 oz. coarse ground cloves
- 1½ lbs. coarsely ground cinnamon
- 10 oz. coarse mace
- 3 lbs. salt

and the juice and rinds of 80 oranges and 80 lemons.

Chop and thoroughly mix. When mixed cover the mass with 10 gals. each of sherry and brandy mixed, allowing same to thoroughly permeate the mass, say from two to four days.

The receptacle containing this product is usually of wood, being fitted with draw-off cock at lowest point. Draw off the superfluous liquid for further use. Spread the mincemeat on perforated racks and further drain, but use no pressure.

The resultant mince meat should be high-class, both in quality and flavor. Keep covered with heavy clean muslin while draining, and when ready place in packages.

Take plenty of time in the mixing and allow the liquor added to thoroughly soak the whole mass before draining.

Formula for "Wet" Mince Meat.

A recipe for a 100-pound batch of "wet" mincemeat is as follows:

- 25 lbs. solid fresh apples, peeled and cored
- 30 lbs. good brown sugar
- 20 lbs. seedless raisins
- 8 lbs. washed and picked currants

10 lbs. lean beef, cooked and free of sinew

5 lbs. beef suet, defibrinated

¼ lb. fine salt

¼ lb. mace

¼ lb. cinnamon

1¼ lbs. lemon peel and the juice of the lemons.

Chop fine and mix well with 3 oz. of fine salt, one pint of brandy, and sweet cider sufficient to make the mass of the desired consistency.

In the mixing process add the apples gradually, then some cider; then the sugar, raisins, currants, meat and salt, spices, suet, brandy and more cider.

Another Formula.

A third formula consists of the following ingredients, handled in general as outlined above:

- 8 lbs. beef suet
- 16 lbs. lean trimmed boneless beef
- 5 lbs. raisins
- 1 lb. currants
- 1 lb. citron
- 1 lb. lemon peel (candied)
- 1 qt. molasses
- 1 gal. chopped apples
- ½ cup salt
- 1 teaspoon of cinnamon
- 1 teaspoon cloves
- 1 teaspoon allspice
- 1 gal. hard cider.

Do you use this page to get your questions answered?

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 2c stamp.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Discolored Smoked Ham

A Canadian packer has been having some trouble with his hams discoloring, and wants to know what causes the discoloration in smoked cured hams. He says:

Editor The National Provisioner:

Could you tell us what causes the discoloration of smoked cured hams. The hams show up nice and bright directly after they are cut, but turn a grayish color by the next day.

These hams are pickle cured, the pickle being of 90° strength, and the hams held in the pickle for a period of five weeks. They are held in storage at a temperature of about 37 or 38 degrees.

Molasses and nitrate of soda are used. Would nitrate of potash be likely to give a better color?

The inquirer is interested in knowing the cause of discoloration of smoked cured hams. His hams show up nice and bright directly after they are cut, but turn a grayish color the next day. Pickle of 90 deg. strength is used in curing for a period of five weeks, and the hams are held in storage at a temperature of 37 to 39 degs. Molasses and nitrate of soda are used in the cure.

This information is rather vague. In the first place, the inquirer does not state what portion of the ham shows discoloration, and while he mentions that hams are cured in pickle for five weeks, he does not state the average weight of the hams. There is a vast difference in curing time on the different averages, and the statement made gives no clue as to whether the hams are held too long or not long enough in pickle.

The curing temperatures given are well in line.

No indication is given as to the amount of molasses and nitrate of soda used in the curing pickle. There is no way of checking the formula or the right length of time in cure in the absence of specific information.

Use Standard Curing Formulas.

To assist the inquirer in overcoming his present trouble and to eliminate further difficulty, he is advised to use the standard curing formulas suggested by THE NATIONAL PROVISIONER, which if followed specifically will overcome the difficulty mentioned. (Reprints of these formulas can be secured by subscribers by sending a 2c stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., with request for them.)

In reply to the question whether nitrate of potash would give better color than nitrate of soda: Nitrate of potash (commonly known as saltpeter) and nitrate of soda are practically interchangeable curing agents. In mixing large quantities of pickle, 15 to 20 per cent less nitrate of soda is required than when using nitrate of potash. In mixing small curing formulas there is practically no difference in the quantities used.

What pork cuts are cured in dry salt and how is it done? What is the length of time in cure? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Bacon Curing Methods

A bacon curer in Scotland who is a subscriber to THE NATIONAL PROVISIONER asks for some information on the best practice in handling bacon, and the meaning of certain terms used in the United States in connection with curing S. P. meats. He says:

Editor The National Provisioner:

We have been regular readers of your valued paper for some time, and find it very helpful, especially the "Practical Points for the Trade" pages.

We notice frequent mention of the pumping of hams. As small curers of Scotch bacon (boneless), we are having some difficulty in getting the pumped pickle to penetrate completely.

Occasionally the thickest parts of the flesh seem quite fresh and unsalted, even, after the customary three days in strong pickle.

We have been pumping the bacon in several places, but just once, and wonder if we should do it oftener. Of course we must have mild-cured bacon.

Also, what do you mean by overhauling of pickles? Do you advise pumping pickle into the bacon till it swells up considerably?

We confess we do not understand your meaning of "stitch" and "stroke" in this respect.

Is it possible to cure bacon by wet cure in a frozen state, or does it require to be completely thawed?

Regarding the inquiry of this Scotch subscriber as to bacon curing, in connection with which he states that he pumps his bacon.

Pumping.—If by bacon he means the belly cut, it is generally assumed to be unnecessary to pump pickle bellies unless a forced cure is desired. The more bellies are pumped the harsher the cure will be.

A mild-flavored piece of bacon is what the trade demands in his country, and it seems to be the intention of this inquirer to produce a mild-flavored bacon. Therefore, it is suggested that the practice of pumping bacon bellies be discontinued, and more time allowed for curing.

He says that fresh and unsalted parts of the bacon are evident even after three days in strong pickle. It is generally regarded as unnecessary to put green bellies in strong pickle for three days previous to curing in the regular pickle. By using the regular cure from the beginning, and overhauling the product at the specified time, a more uniform cure is secured which is not strong in flavor.

[Full instructions on curing S. P. meats appeared in an earlier issue of THE NATIONAL PROVISIONER. Subscribers can secure copies by sending a 2c stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., with request for them.]

Overhauling.—The inquirer's question as to what is meant by "overhauling" of pickles is not clear. Doubtless overhauling of meats is meant. This is done at intervals in curing pickled meats, both hams and bellies, but the pickle itself is not overhauled. In some of the larger plants the pickle is reclaimed after the product is cured.

Overhauling of meats is to be taken as a precautionary step, and considered essential in bringing the product through in good condition.

Overhauling is merely a matter of transferring the meats from one receptacle to another, with a continuation of the cure at same pickle strength. This is desirable, because if pieces are packed tightly together, and the pickle does not have an opportunity to penetrate all parts in the beginning, when the product is

transferred or "overhauled" this trouble is overcome, and a uniform cure is assured.

"Stitch" and "Stroke."—Our meaning of "stitch" is the insertion of the pump needle in the meats, and the "stroke" is the action of the pump in distributing the pickle.

Frozen Bellies.—It is not regarded as good practice to attempt to cure bellies in the frozen state. By all means thaw them, but do not overdo it. Thaw just enough to remove the frost from the meats, without getting the product too soft. A complete thaw, as stated, may mean shrinkage of the meats, which is unnecessary and causes loss.

Insulating an Ice Box

In an effort to decide on the kind of insulation best adapted to a general meat market, a Southern subscriber makes the following inquiry about insulating materials:

Editor The National Provisioner:

What are the relative merits of granulated cork, sheet cork and mineral wool, compared one with the other, for insulating refrigerators about 6 x 10 x 11, such as are used in the average retail market?

There is something to be said for each kind of insulating material mentioned.

Tests conducted on these materials have given varied results. The U. S. Bureau of Standards some time ago conducted a test in which it was proved that mineral wool had a little better insulating value than either granulated cork or sheet cork.

The big point in the use of any of these materials is to have the insulation properly placed in the walls of the refrigerators.

Corkboard.—Corkboard is usually considered the best insulating material, for the reason that it will always remain just as it is placed in the wall of the refrigerator, while granulated cork and mineral wool have a tendency to deteriorate and sag, leaving dead air spaces instead of an insulated wall. But corkboard is a good deal more expensive.

Dry Cured Bacon

There is always a brisk demand for fancy dry-cured bacon. It is a product that is especially well-suited for selling sliced in cartons, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers on sending in the following coupon, together with a 2-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me copy of formula and directions for "Making Fancy Dry Cured Bacon."

Name

Street

City

Enclosed find 2-cent stamp.

The use of corkboard is particularly desirable in a built-in cork and cement refrigerator. It is self-sustaining, and does not require the building of a supporting wall.

Corkboard also has a little the best of the three in the matter of heat transmission. This product is baked in its compressed sheet form, and these sheets, if erected with tight joints and properly finished, cannot help but remain permanent, without deteriorating and without absorbing either moisture or odors. A properly-built corkboard box should remain in perfect condition indefinitely.

Granulated Cork.—Granulated cork, if properly packed and finely ground, makes a first-class insulator. But the proper packing in place is an important factor in the efficient use of this material. The size of the cork granules is also important. If too large, they permit air to enter between them, and take up odors from the goods stored.

Most reliable concerns are prepared to use the kinds of insulating material desired by their customers, with some variation in the cost, even though they may have adopted a certain material for use in their stock refrigerators.

Perhaps the most important point in selecting insulating material is to be sure of the standing and reliability of the firm which furnishes the material or equipment.

Any reliable concern will build a refrigerator to meet your needs, varying in cost according to materials and construction.

Vegetable Puff Paste

The manufacture of vegetable puff paste is the subject of inquiry by an Eastern vegetable oil concern. They believe there is an outlet for their product through this channel, and write as follows for information regarding manufacture:

Editor The National Provisioner:

Will you kindly advise us through THE NATIONAL PROVISIONER of a formula that we can use in the making of a vegetable puff paste, which is now manufactured by some nut margarine companies and others who use coconut oil as a base or entirely; this being used for all French pastry in the bake shops and where they desire a light puffed product.

We would appreciate it very much if you could give us a working formula.

Regarding the utilization of vegetable oils in the manufacture of puff pastry:

A satisfactory formula for this is 35 per cent fully hardened peanut or cottonseed oil and 65 per cent straight cottonseed oil or peanut oil.

This mixture should be heated to about 140 degs. F. and run over a brine chilling roll. The product will come off the roll too stiff to be run through the picker box, and consequently has to be taken from the roll by hand, and hand-packed in packages for shipment.

The manufacturers of puff pastry have developed their processes to a high point, and it might be a difficult matter for a person new to the process to manufacture a satisfactory article without actual experience in some other plant. Such processes cannot be taught by correspondence.

[Information on the making of puff paste has appeared in earlier issues of THE NATIONAL PROVISIONER on this page.]

A Page for the Packer Salesman

One Poor Sales Policy

Filling Up Cars with "Long" Product and Killing Orders

Sales policies are sometimes developed within an organization without thought of the result to the company fostering them, or to the trade in the territory where they operate.

It is now coming to be recognized and accepted that every concern within a given industry has an ethical responsibility to every other concern. The sooner this is universally accepted, the better for the industry and for everyone in it.

Cut-throat practices are gradually being squeezed out.

The really wide-awake, forward-looking salesman must have more in mind than the orders he is trying to get at the time he calls on the trade. He and the company behind him must have a code of selling ethics that will lay for him a foundation on which he can build for all future time.

Salesmen of this class naturally are much disturbed by short-sighted, unethical practices on the part of competitors whose selling or consignment methods are demoralizing to the trade.

A thoughtful packer salesman in an Eastern territory writes as follows regarding the practices of one of the competitors of his company:

Editor THE NATIONAL PROVISIONER:

Some of the outside packers shipping into this territory run route cars into the city in which I work.

Every week one certain company consigns goods to fill out their car. Lots of times they consign because they are "long" on certain products they are anxious to move, and not because tonnage is light.

Of course, these goods are sold under the local market price in each and every case. Some of the prices received are ridiculous.

They are always consigning fresh pork loins, regular trimmings and boiled hams.

Hurt Themselves and Everybody Else.

This practice not only spoils business for them, but it spoils business for every packer salesman in the town. The customers do not buy a week ahead, but wait for this packer's consignment of fresh pork and buy it at a low figure.

This is true also on boiled hams and trimmings.

This really is unfair competition, no matter how you look at the situation.

I should think this packer could see that this is dangerous business, as they too have a man here trying to sell goods a week ahead.

If they discontinued this practice their representative would make his cars. But as long as he continues this method he never will fill his cars on goods that have been actually sold for delivery.

Yours truly,
A PACKER SALESMAN.

He Has Time to Read

Here is a car route salesman who has read every line of the big 226-page Packers Convention Number of THE NATIONAL PROVISIONER.

"How did he ever get time to do it?" asks the salesman who somehow "don't get time to read!"

Well, the fact is that he did. And he took more time to sit down and write a letter to the Editor, telling why. This is what he wrote:

Editor THE NATIONAL PROVISIONER:

The Convention Number was received only a few days ago, and I think that *this number is the best thing I have ever seen in connection with our industry.*

I am reading every line of this issue, and I feel that subscribers to THE NATIONAL PROVISIONER are extremely fortunate in getting such a thorough report of the convention.

I now fully realize why our principals are so anxious for us to subscribe to your splendid magazine.

Yours truly,

JEROME THOMPSON.
Car Route Salesman,
Wilson & Co.

Fayetteville, Ark.

(CONFIDENTIAL NOTE.—This car route salesman has a boss who believes in keeping right up to date on everything. And he is one of those chaps the boys like to follow. That may explain it!)

HEADS ARMOUR BOSTON SALES.

Frank W. Lowe, for many years associated with the selling and branch house departments of Armour and Company, has been made head of the company's Boston sales territory, to succeed U. P. Adams. Mr. Lowe has been with the company for twenty-four years, becoming associated with them immediately after his graduation from Dartmouth College in 1901. He has been manager of a number of branch houses in Massachusetts, spending nineteen years in Worcester. For the past three years he has been in charge of one of the company's Boston houses.

What Do You Think?

Every industry is taking steps to eliminate waste in distribution. The best way to do this is through co-operation within the industry.

Such things as sales practices, and methods of paying salesmen to secure the best results to all concerned, can well be standardized within the packing industry.

With this in view, the opinions and experiences of packers all over the country in their methods of paying salesmen are solicited.

The salesman, also, should be given a voice. From his point of view, what are the best methods of remuneration, and why?

Let's hear from both!

Approach and Personality

Two of the Most Valuable Qualities a Salesman Can Have

By O. A. Lincoln

(EDITOR'S NOTE.—This is one of a series of contributions written by salesmen for the "Salesman's Page" of THE NATIONAL PROVISIONER.)

Proper approach and a good personality are the greatest assets that any salesman can have.

The approach should be made as the temperament of the person approached will permit. This may be learned from time to time as the salesman becomes acquainted with the merchant.

Always avoid familiarity and levity, for the one approached may not be in a frame of mind to receive you as intended.

Always meet your prospect in a businesslike way. Treat him with that respect to which his business attainments entitle him.

There is nothing more to be detested than to have a salesman come into your place of business, especially if you happen to be busy, and make some out-of-place remarks, or try to gain your attention when possibly the business in hand is very important to you. It is true, of course, that some merchants will find an excuse to become busy when they see a salesman come into their store.

Personality And Sales Ability.

After having made the proper approach, it is important that the salesman have the personality and salesmanship ability to hold his prospect's attention. The salesman must know his product, and be able to show why his products are more to be desired than the products of his competitors.

In talking with a merchant let your tone and words carry conviction; leave no room for doubt. But above all, do not talk too much, for more sales are lost by talking too much rather than not enough.

Having made your sale, do not hang around and visit, or be drawn into an argument, or argue with a customer. Make a graceful exit, for sometimes a customer will change his mind and cancel an order.

Always be careful of your personal appearance. Look prosperous, talk prosperity, and you will be prosperous.

IT PAYS TO BE HUMAN.

Are you interested in your customers? Are you in close touch with them?

A New England grocer recently sent an inexpensive cake to a couple living in his trade area who were celebrating their fiftieth wedding anniversary. Accompanying the cake was a message of congratulation.

Previous to this the couple had been trading with him only infrequently. After receiving the cake they became permanent customers. In this case there were a good many relatives and children in the family. All of them wanted to show their appreciation and they, too, became patrons.

The result was some new trade and advertising that was invaluable.—Old Hickory Smoke.

Turning Bad Stickers Into Profitable Sellers

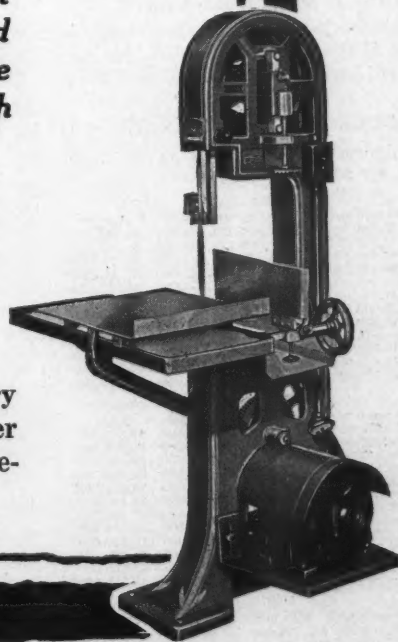
Rochester, New York, is not only a progressive city, but probably it has some of the most progressive retail meat dealers in the country.

Fred Becker is just one of the many there. Read what he wrote us after using "Jim Vaughan":

"The smooth and attractive appearance of shoulder steaks cut by "Jim Vaughan" has enabled me to build up a fine profitable business on this item, which was formerly a bad sticker."

Besides doing away with the real hard work, shoulder steaks cut by "Jim Vaughan" look better—they sell easier.

That's why "Jim Vaughan" is the practical medium in the industry through which more fore-quarter meats are **ACTUALLY SOLD**—a result desired by the entire industry.

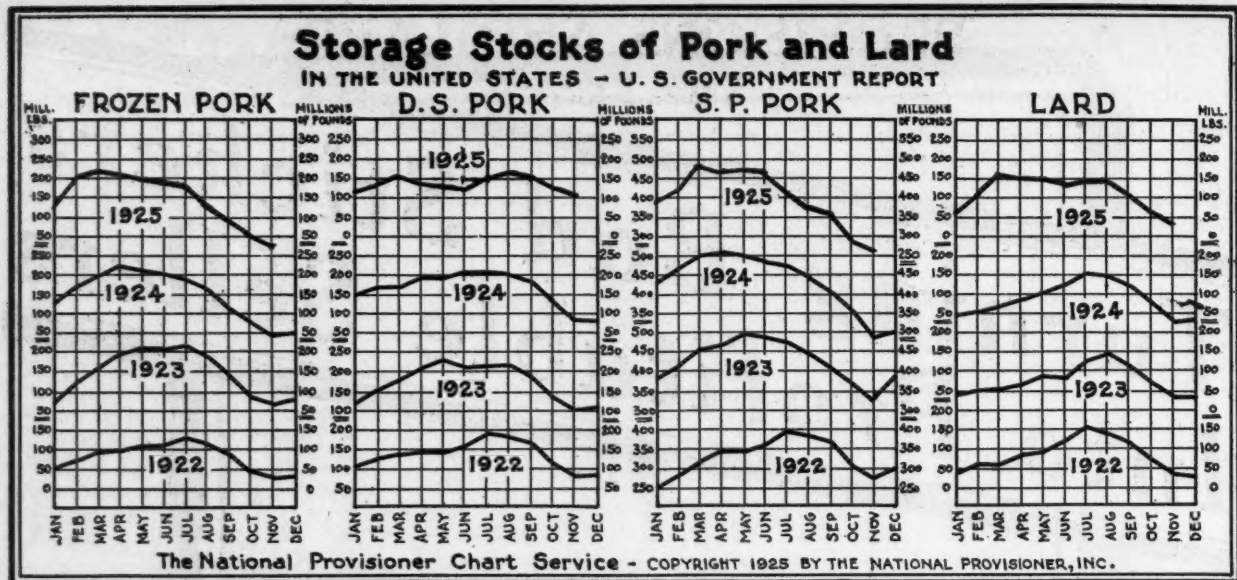


There's only one "Jim Vaughan"

VAUGHAN COMPANY

730-740 N. Franklin Street, Chicago, Ill.

Yes, we have openings for high-class district managers



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows stocks of provisions on hand in the United States during the first ten months of 1925, with comparisons for the three years previous.

A decline during October is shown in the stocks of provisions for the country as a whole, and in many cases they are well below the five-year average on November 1.

There was some increase in frozen beef during the month, doubtless due in large measure to the heavy runs of Western cattle, supplemented by generous receipts from the farming sections. However, these stocks are only about half as large as the five-year average on November first.

Stocks of S. P. meats declined somewhat during the month, and compare favorably with the five-year average. These stocks are rather spotty, light and medium averages of regular hams being scarce, while the heavy averages are relatively plentiful. These appear to be more closely centered than usual, and some packers are working close to cure.

The heavy averages of S. P. skinned hams have shown some accumulation, and are showing unsatisfactorily in the trade. S. P. picnics are scarce and in good demand.

Dry salt meats in storage declined during the month some 20,000,000 lbs., but are just about on a par with the five-year average. Stocks of rough ribs are low, and rib bellies have moved freely into consumption. Clear bellies are experiencing an active trade demand.

Stocks of lard were cut practically in two during October, and on November 1 were slightly below the five-year average on that date. Production during the month was light, and hardly sufficient to meet domestic demand, so that the lard on hand was drawn on heavily to take care of the export outlet.

STOCKS IN COLD STORAGE.

The figures on which the above chart is based are as follows, in pounds:

	1922	1923	1924	1925
Jan.	151,000,000	151,000,000	151,000,000	151,000,000
Feb.	151,000,000	151,000,000	151,000,000	151,000,000
Mar.	151,000,000	151,000,000	151,000,000	151,000,000
Apr.	151,000,000	151,000,000	151,000,000	151,000,000
May	151,000,000	151,000,000	151,000,000	151,000,000
June	151,000,000	151,000,000	151,000,000	151,000,000
July	151,000,000	151,000,000	151,000,000	151,000,000
Aug.	151,000,000	151,000,000	151,000,000	151,000,000
Sept.	151,000,000	151,000,000	151,000,000	151,000,000
Oct.	151,000,000	151,000,000	151,000,000	151,000,000
Nov.	151,000,000	151,000,000	151,000,000	151,000,000
Dec.	151,000,000	151,000,000	151,000,000	151,000,000

	1922	1923	1924	1925
Jan.	151,000,000	151,000,000	151,000,000	151,000,000
Feb.	151,000,000	151,000,000	151,000,000	151,000,000
Mar.	151,000,000	151,000,000	151,000,000	151,000,000
Apr.	151,000,000	151,000,000	151,000,000	151,000,000
May	151,000,000	151,000,000	151,000,000	151,000,000
June	151,000,000	151,000,000	151,000,000	151,000,000
July	151,000,000	151,000,000	151,000,000	151,000,000
Aug.	151,000,000	151,000,000	151,000,000	151,000,000
Sept.	151,000,000	151,000,000	151,000,000	151,000,000
Oct.	151,000,000	151,000,000	151,000,000	151,000,000
Nov.	151,000,000	151,000,000	151,000,000	151,000,000
Dec.	151,000,000	151,000,000	151,000,000	151,000,000

	1922	1923	1924	1925
Jan.	151,000,000	151,000,000	151,000,000	151,000,000
Feb.	151,000,000	151,000,000	151,000,000	151,000,000
Mar.	151,000,000	151,000,000	151,000,000	151,000,000
Apr.	151,000,000	151,000,000	151,000,000	151,000,000
May	151,000,000	151,000,000	151,000,000	151,000,000
June	151,000,000	151,000,000	151,000,000	151,000,000
July	151,000,000	151,000,000	151,000,000	151,000,000
Aug.	151,000,000	151,000,000	151,000,000	151,000,000
Sept.	151,000,000	151,000,000	151,000,000	151,000,000
Oct.	151,000,000	151,000,000	151,000,000	151,000,000
Nov.	151,000,000	151,000,000	151,000,000	151,000,000
Dec.	151,000,000	151,000,000	151,000,000	151,000,000

	1922	1923	1924	1925
Jan.	151,000,000	151,000,000	151,000,000	151,000,000
Feb.	151,000,000	151,000,000	151,000,000	151,000,000
Mar.	151,000,000	151,000,000	151,000,000	151,000,000
Apr.	151,000,000	151,000,000	151,000,000	151,000,000

May	301,246,000	407,305,000	145,548,000	151,400,000
June	180,645,000	426,481,000	143,262,000	128,295,000
July	168,537,000	407,610,000	152,618,000	145,615,000
Aug.	151,935,000	378,227,000	144,574,000	145,924,000
Sept.	93,078,000	332,156,000	152,555,000	114,724,000
Oct.	54,455,000	284,592,000	128,288,000	71,338,000
Nov.	30,174,000	255,584,000	106,204,000	36,640,000

OCTOBER MEAT SUPPLIES.

Receipts of livestock at nine leading centers during October, 1925, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	332,267	65,877	570,355	409,845
St. Louis	117,718	41,711	307,395	59,825
Kansas City	311,804	77,800	159,773	150,492
Omaha	208,150	20,738	103,946	206,855
Sioux City	106,581	9,255	150,315	58,189
St. Joseph	79,360	16,495	114,873	103,107
St. Paul	178,972	57,300	332,513	140,688
Wichita	34,860	10,641	55,085	16,702
Denver	94,842	9,054	25,901	646,597

Tl. Oct. '25	1,490,772	308,880	1,809,978	1,786,251
Tl. Oct. '24	1,438,598	299,738	2,188,097	1,806,128

Receipts at nine leading centers for the first 10 months of 1925, with comparisons, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	2,447,015	720,820	6,478,205	3,856,115
St. Louis	544,788	329,300	2,853,535	474,880
Kansas City	2,020,121	455,535	1,725,522	1,301,254
Omaha	1,822,121	95,805	2,594,980	2,143,061
Sioux City	681,349	39,494	2,903,854	278,208
St. Joseph	508,112	103,767	1,390,681	906,236
St. Paul	784,178	631,192	2,731,119	389,002
Wichita	276,065	62,670	533,198	74,555
Denver	387,464	45,003	874,595	2,029,090

Total, 10 mo., '25	2,271,761	2,390,176	21,885,689	11,007,541
Total, 10 mo., '24	2,477,108	2,161,081	26,030,660	11,014,320

Slaughters at nine markets for October, 1925 with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	215,235	59,264	414,416	250,829
St. Louis	44,462	12,477	89,448	25,466
Kansas City	134,745	43,754	86,441	89,789
Omaha	99,000	14,061	109,016	81,026
Sioux City	45,829	7,073	108,712	32,515
St. Joseph	44,745	11,947	79,246	69,561
St. Paul	68,748	55,047	256,976	79,884
Wichita	9,463	3,685	33,276	1,705
Denver	14,341	6,527	17,157	13,359

Tl. Oct. '25	677,168	213,135	1,194,718	644,094
Tl. Oct. '24	653,495	200,814	1,480,688	674,108

Slaughters at seven leading centers for the first 10 months of 1925, with comparisons, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,698,501	677,224	4,551,759	2,447,620
St. Louis	315,102	130,386	910,257	291,985
Kansas City	1,018,221	388,128	1,032,770	891,989
Omaha	820,696	70,735	2,113,808	1,330,216
Sioux City	356,225	36,349	1,794,980	200,711
St. Joseph	349,492	58,517	964,656	730,711
Denver	105,692	34,994	275,128	148,420

Total, 10 mo., 1925	4,663,929	1,376,333	11,643,618	6,041,062
Total, 10 mo., 1924	4,571,039	1,234,978	14,403,108	5,886,553

MUST USE OAK LARD TIERCES.

Ash tierces will not be considered as a standard on the Chicago Board of Trade after November 17, it was announced this week. Only red or white oak tierces may be used after that date.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Nov. 1 to Nov. 11, were 7,280,495 lbs.; tallow, none; greases, 1,366,400 lbs.; stearine, none.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets Stronger—Cash Trade Good—Little More Export Interest—Hogs Stronger—Winter Marketings Expected Fewer.

The market for hog products the past week has been somewhat firmer under light offerings, rather general buying and covering, with some buying credited to packers and exporters, the latter leading to reports in some improvement in lard export demand.

On the whole, a better tone was the result of a stronger hog market, moderate stocks, and an official report indicating that the winter marketings of hogs would probably be smaller than was indicated by the June survey. The heaviness and relative cheapness of corn compared with hogs was offset by indications that hogs were being held back and fattened, which it was calculated would make for a rather acute position in lard during the winter.

Poor Cotton Weather a Help.

Another helpful feature was the unfavorable weather over the cotton belt which has injured the quality of cottonseed, and although the cotton crop is a great deal larger than last year, the oil content of the seed is said to be running 3 to 5 gallons per ton less than last year, greatly offsetting the increased crop, and leading to expectations that the oil crush will be no larger than a year ago.

The average hog price at Chicago was up to around \$11.50, compared with \$10.90 a week ago, and \$9.35 a year ago. The average weight of hogs received at Chicago last week was 243 lbs. against 244 lbs. the previous week and 234 pounds a year ago.

A Chicago packer estimated that the hog supply from now until May 1, 1926, will average about 10 per cent less than last year, and after that period an increase of 10 per cent is expected.

Fewer Hogs This Winter.

Winter marketings of hogs this year will probably be smaller than was indicated by the June, 1925, pig survey, the U. S. Department of Agriculture announces in an analysis of the situation.

This conclusion is on the basis that the large supply and lower prices of corn will delay marketings until next spring, when the run may be somewhat larger than was indicated in the June survey. Last year, a short corn crop and high prices stimulated the movement to market during the winter months.

The June, 1925, pig survey indicated a 1925 spring pig crop in the Corn Belt more than 10 per cent smaller than that of 1924, or a decrease of around 3,500,000 head. This crop moves during the seven months November to May, about 62 per cent of the total for the seven months on the average being marketed during the four winter months, November to February.

Underestimated 1924 Crop.

It is now apparent, the department says, that the pig surveys of 1924 underestimated the Corn Belt crop of that year by about 6 per cent, so that instead of a decrease in the supply for slaughter of 11,000,000 head below the 1923 production indicated by the surveys, the actual decrease was somewhat less than 7,000,000 head.

A considerable part of this difference is attributed to too large a number of sows being reported in 1924 as farrowed in

1923. Many farmers reported pigs saved in 1923 instead of sows farrowed, which tended to exaggerate the decrease in production.

The crop of 1924 was moved to market early. Nearly 47.5 per cent of the total inspected slaughter for the crop year November 1 to October 31, took place in the four months November to February. Only in one other year on record, 1916-17, has this percentage been exceeded.

The hogs marketed from the 1924 crop, although considerably fewer in number than those from the crops of 1923 and 1922, brought producers more money, according to the department. The total cost to packers of the 51,636,000 hogs slaugh-

tered under Federal inspection in the crop year 1922-23 was \$917,900,000; for the 52-875,000 in 1923-24 the cost was \$917,300,000, and for the 44,850,000 head in 1924-25, as estimated in October this year, the cost was about \$1,164,000,000.

When the movement to market is delayed, the department says, the delay shows most strikingly in the decreased proportion marketed during the winter and the increased proportion after March 1. It sometimes also shows in an increase in the proportion of the winter marketings in January and February and a decrease in November and December.

PORK.—The market has been quiet and about steady, with mess New York, \$37; family, \$40@42; fat backs, \$37@39.

At Chicago mess pork quoted \$35.

LARD.—Demand reported fair and the market steadied the past week. At New York prime western quoted \$16.40@16.50; middle western, \$16.20@16.30; city, \$16 nominal; refined contingent, 17½¢; South America, 18¢; Brazil kegs, 19¢; compound, 12¼@12½¢.

At Chicago regular lard in round lots, 50¢ over November; loose lard quoted at November price and leaf lard 22½¢ under November.

BEEF.—With limited supplies the market was firm and demand fair. At New York mess quoted \$20@22; packet, \$20@22; family, \$23@25.50; extra India mess, \$38@40; No. 1 canned corned beef, \$2.75; 6 lbs., \$18.50; pickled tongues, \$55@60 nominal.

SEE PAGE 37 FOR LATER MARKETS.

BRITISH PROVISION MARKET.

(Special Cable to The National Provisioner.)

Liverpool, November 13, 1925.

Provision market ruling steady but firm. Fair trade in pure refined lard, stocks light. Active trade on boxed meats with a general scarcity of offerings by American packers for nearby shipment.

Good buying of A. C. hams for shipment January to March; spot market still active for Christmas trade. Offerings of light averages A. C. hams extremely scarce for this calendar year, but there is some buying of 14/16 and 16/18 averages for immediate shipment.

Demand good for square shoulders at a strong discount under spot prices for deferred shipment. However, some sales made above bid prices for mid-winter.

Today's quotations on provisions at Liverpool are as follows: Shoulders, square, none; picnics, none; hams, long cut, none; American cut, 122s; bacon, Cumberland cut, 114s; short backs, 111s; bellies, clear, 117s; Canadian, 112s; Wiltshires, 108s; spot lard, 83s.

STOCKS IN COLD STORAGE.

Provision stocks in cold storage in the United States on November 1, 1925, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Nov. 1, 1925.	Nov. 1, 1924.	5 Yr. Av.
Beef, frozen	27,138,000	45,857,000	51,047,000
cured	9,040,000	8,808,000	8,470,000
in cure	11,440,000	12,579,000	10,079,000
Pork, frozen	30,174,000	42,501,000	50,111,000
Pork, D. S. cured	47,728,000	55,085,000	55,088,000
Pork, D. S. in cure	58,478,000	46,375,000	50,088,000
Pork, S. P. cured	98,788,000	106,489,000	102,413,000
Pork, S. P. in cure	101,946,000	177,221,000	168,656,000
Lamb and mutton, frozen	1,461,000	3,168,000	12,892,000
Miscellaneous meats	44,897,000	57,019,000	56,188,000
Lard	86,640,000	81,706,000	89,972,000

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending November 7, 1925, are reported by the U. S. Department of Commerce, with comparisons, as follows:

	Week ending—			
	Nov. 7, 1925.	Nov. 8, Oct. 31, 1925.	Nov. 7, 1924.	Jan. 1, 1925*
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,922	2,799	2,386	224,772
To Belgium	22	.....	.....	7,808
Germany	.....	.....	.....	310
Netherlands	.....	.....	.....	790
United Kingdom	1,858	2,405	2,045	189,948
Other Europe	.....	.....	.....	2,349
Canada	.....	.....	.....	6,078
Cuba	5	846	279	12,151
Other countries	37	31	20	5,358

Bacon, including Cumberlands.

Total	3,500	5,191	4,079	175,880
To Belgium	81	538	274	3,890
Germany	.....	1,309	255	12,692
Netherlands	23	430	37	3,874
United Kingdom	2,831	2,795	2,971	107,842
Other Europe	405	163	463	24,523
Canada	.....	9	23	2,080
Cuba	.....	6	11	17,052
Other countries	70	41	45	2,768

Lard.

Total	8,616	9,390	9,149	587,029
To Belgium	546	380	307	12,271
Germany	1,088	1,905	1,785	172,867
Netherlands	60	988	355	31,209
United Kingdom	4,184	3,756	3,735	184,065
Other Europe	1,050	438	819	42,599
Canada	52	10	201	7,960
Cuba	412	1,785	1,077	66,554
Other countries	1,224	118	771	69,484

Pickled Pork.

Total	421	323	487	23,159
To Belgium	.....	.....	.....	169
Germany	.....	.....	4	430
Netherlands	.....	.....	.....	109
United Kingdom	35	59	196	2,873
Other Europe	38	.....	.....	1,768
Canada	261	213	199	6,233
Cuba	55	28	8	3,454
Other countries	32	17	80	8,123

WEEK ENDING NOVEMBER 7, 1925.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,922	3,500	8,616	421
Boston	297	44	1,018	24
Detroit	768	590	721	53
Port Huron	685	538	1,048	240
Key West	↑	↑	↑	↑
New Orleans	.....	7	1,630	66
Philadelphia	130	2,351	4,138	88

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to		
United Kingdom (Total)	1,858	2,881
Liverpool	621	1,790
London	.....	442
Manchester	.....	.....
Glasgow	189	219
Other United Kingdom	532	380
Exported from		
Germany (total)	1,088	1,088
Hamburg	1,018
Other Germany	70

*Revised to September 30, 1925. †Report not received.

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Butte, Mont.	Des Moines	Kansas City	New Orleans	St. Louis			

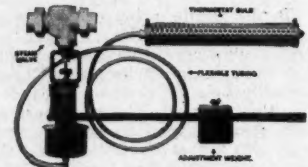
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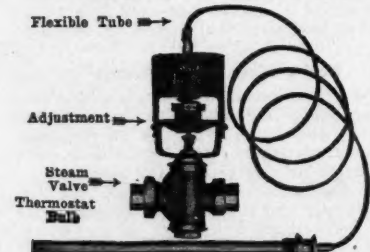
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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The tallow market in the East the past week has been rather quiet and barely steady with the market about $\frac{1}{8}$ c lower than the previous week. Some sales of special were reported at $9\frac{1}{2}$ c f.o.b., and there were some small sales of outside stuff equal to extra at $9\frac{3}{4}$ c f.o.b. against $9\frac{1}{4}$ c for extra recently.

The demand did not appear large, but at the same time offerings were rather steadily held. Sentiment was a little more mixed, but while consumers were interested mainly at concessions, producers still appeared to be well sold ahead and were not forced to press production on the market.

The strengthening in cotton oil attracted some attention, though crude cotton oil is still comparatively cheaper than tallow and cotton oil interests continue to report evidence of liberal absorption by soapmakers. In the tallow trade there is a rather definite belief that there will be no burdensome supplies accumulate between now and the end of the year, and as a result, the disposition is to look for a steady market pending the turn of the new year.

At New York special quoted $9\frac{1}{2}$ @ $5\frac{1}{2}$ c; extra, $9\frac{3}{4}$ c f.o.b. and edible $11\frac{1}{4}$ c; although in some quarters it was intimated that edible could probably be bought at 11 c on a firm bid.

At Chicago, tallow was steady to strong with demand fairly good and offerings reported light. Edible quoted $10\frac{1}{4}$ c; fancy, 10 c; prime packet, $9\frac{3}{4}$ @ 10 c; and No. 1, 9 @ $9\frac{1}{4}$ c.

At the London auction on Wednesday, November 11th, some 965 casks were offered and 438 sold at prices unchanged to 3d lower than the previous week, with mutton at 47s 6d@48s 6d; beef, 44s@47s; and good mixed 43s@43s 6d.

At Liverpool Australian tallow was unchanged for the week, with fine quoted at 47s, and good mixed at 45s.

STEARINE—The market has been rather irregular of late but the undertone in the East was easy and after selling at $13\frac{1}{4}$ c for oleo; prices again sagged with sales accomplished at $12\frac{3}{4}$ c.

Demand was limited except on declines and there were some intimations of a let-up in the recent active compound demand. At New York oleo quoted $12\frac{3}{4}$ c.

At Chicago the market was weaker with sales at $12\frac{1}{2}$ c f.o.b. Chicago and with the market quoted at that level there.

OLEO OIL—Demand continued rather limited, both domestic and for export, and with a disposition to await developments, prices were easier, extra selling at $13\frac{3}{4}$ c; medium nominally 13 c; and lower grades selling at $12\frac{3}{4}$ c New York.

At Chicago the market was quiet and rather steady with extra quoted at $13\frac{3}{4}$ c.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL—An irregular market was reported the past week with the edible grades firm and the lower grades easier. Demand was confined to routine business.

At New York edible was quoted at $18\frac{1}{4}$ c; extra winter, $15\frac{1}{4}$ c; extra, $14\frac{1}{4}$ c; extra No. 1, $13\frac{1}{4}$ c; No. 1, 13 c; and No. 2 at $12\frac{3}{4}$ c.

NEATSFOOT OIL—Trade was reported moderate, but the market was steady with the trade largely awaiting developments. At New York pure quoted at $14\frac{1}{4}$ c; extra, $13\frac{1}{4}$ c; No. 1, 13 c; and cold test, $17\frac{1}{4}$ c.

GREASES—With buyers and sellers apart there has been little business of

importance in the grease markets and the undertone appears to be barely steady. However, no great pressure has been noticed, while consumers are evidently content to await developments, and it is also evident that the soapmakers absorption of cottonoil has been sufficient to limit his interest throughout the rest of the soapmakers materials markets.

Tallow was about steady, while other oils were dull and steady. There is little or nothing new to be said regarding the greases. Export demand for the better grades was moderate but choice white grease looked steadier.

At New York yellow was quoted at $8\frac{1}{2}$ @ $8\frac{3}{4}$ c; house, $8\frac{1}{2}$ @ $8\frac{3}{4}$ c; A white, $9\frac{1}{2}$ c; B white, $9\frac{1}{4}$ c; and choice white $10\frac{3}{4}$ c bid.

At Chicago the greases were steady to strong with offerings light and demand reported good.

At Chicago, brown was quoted at 8 c; yellow, $8\frac{3}{4}$ @ 9 c; B white, $9\frac{1}{4}$ c; A white, $9\frac{1}{2}$ c, and choice white, $9\frac{3}{4}$ @ 10 c.

Packinghouse By-Products

Blood.

Chicago, Nov. 12, 1925.

Prices continued on their upward trend, big packers asking $\$4.50$ for the best high-grade ground, while the better productions of unground were priced at $\$4.25$. However, buyers showed no inclination to follow the sharp advance.

	Unit ammonia.
Ground	$\$4.35$ @ 4.50
Crushed and unground	4.10 @ 4.25

Digester Hog Tankage Materials.

Prices in this department of the trade lack about 25c per unit of being as high as the season's best time. Chief call was for 10 per cent to 13 per cent goods, with bulk sales at $\$4.00$ to $\$4.25$ for unground and $\$4.25$ to $\$4.35$ for ground. Nothing at all desirable, even of the lower test, was available under $\$3.75$. The bullish factors were continued light receipts of live stock and broader demand for 60 per cent digester.

	Unit ammonia.
Ground, 10 to 12% ammonia	$\$4.30$ @ 4.40
Unground, 11 to 13% ammonia	4.00 @ 4.25
Unground, 7 to 10% ammonia	3.65 @ 3.90

Fertilizer Tankage Materials.

In sympathy with feeding materials, prices for fertilizer grades reached higher levels. At the same time offerings continued comparatively scarce. The highest grade ground was held at $\$3.75$, and 7 per cent ground at $\$3.00$, while even the poor grades of renderers' unground were unavailable under $\$2.75$. Most sellers of hoof meal were firm at $\$3.50$, as against buyers' ideas of $\$3.25$, with the better grades of grinding hoofs at $\$4.20$.

	Unit ammonia.
High grade, ground 10-12% ammonia	$\$3.50$ @ 3.75
Lower grade, ground, 6-9% ammonia	3.15 @ 3.40
Medium to high grade, unground	2.00 @ 2.35
Renderers and lower grade, unground	2.65 @ 2.85
Hoof meal	3.35 @ 3.50
Grinding hoofs, pig toes, dry, per ton	30.00 @ 42.00

Bone Meals.

Buyers and sellers were too far apart to permit much business this week, and the market is nominally weak at the following quotations:

	Per ton.
Raw bone meal	$\$28.00$ @ 45.00
Steam, ground	24.00 @ 26.00
Steam, unground	19.00 @ 22.00

Cracklings.

Prices continued to hit higher levels, and demand showed no abatement. The market lacks only a few dollars from being as high as any time this season, this applying to both the east and the middle west. Best grades of soft pressed pork were wanted at $\$85.00$ and the ruling prices for hard pressed beef 90 cents to $\$1.00$ per unit.

	Per ton.
Pork, according to grease and quality	$\$85.00$ @ 85.00
Beef, according to grease and quality	45.00 @ 60.00

Bones, Horns and Hoofs.

Sellers are pricing their offerings considerably higher than buyers will consider at this time, and therefore the market is a nominal proposition at the following quotations:

	Per ton.
Horns, unassorted	$\$50.00$ @ 100.00
Calves	32.00 @ 34.00
Hoofs, unassorted	35.00 @ 38.00
Round shin bones, unassorted	42.00 @ 45.00
Flat shin bones, unassorted	40.00 @ 42.00
Thigh, blade & buttock bones, unassorted	38.00 @ 42.00

(NOTE—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatine Stocks.

Trade in hide stock was very quiet owing to buyers bidding $\$2.00$ to $\$3.00$ per ton under what sellers are holding out for, and as a result traders were conspicuous by their absence. Jaws, skulls and knuckles again reached $\$33.00$.

	Per ton.
Calf and kip stock	$\$24.50$ @ 28.00
Rejected manufacturing bones	38.00 @ 42.00
Horn plths.	28.00 @ 30.00
Cattle jaws, skulls and knuckles	32.00 @ 33.00
Junk and hotel kitchen bones	27.00 @ 29.00
Sinews, pizzles and hide trimmings	20.00 @ 22.00

Animal Hair.

Processed grades, both Summer and Winter, were held around 2c above buyers' ideas, which, along with the reluctance of the foreign interests to come into the market, brought about a dull condition this week. However, one of the larger packers sold their winter production at $11\frac{1}{4}$ c delivered basis Chicago. Keen interest continued to be manifested in crude offerings, and average prices remained as high as at any time this season, summer-fall dried reaching $\$75.00$ and winter $\$95.00$ to $\$100.00$, according to quality. Black dyed winter was priced at 13 c, same being of no interest to the buyers.

Coil dried, lb.	$3\frac{1}{2}$ @ 5
Processed, lb.	7 @ 11
Dyed	8 @ 12
Cattle switches (115 to 100), each	$3\frac{1}{4}$ @ $3\frac{1}{2}$
Horse tails, each	45 @ 50
Horse mane hair, green, lb.	14 @ 15
Unwashed dry horse mane hair, lb.	19 @ 20
Pulled horse tail hair, lb.	45 @ 50

Pig Skin Strips.

Unless hog supplies show an increase over current marketings, sellers anticipate a marked increase in prices, although buyers state that general conditions do not warrant them. Best tanner grades, in carload lots, were held at $7\frac{1}{2}$ c and big packer unassorted edible at $5\frac{1}{4}$ c.

Prime No. 1, tanner grade, per lb.	6 @ $7\frac{1}{2}$
Edible grades, unassorted	4 @ $6\frac{1}{4}$

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio.

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

THE BLANTON COMPANY St. Louis, U. S. A.



Refiners of
White Butter Oil--Yellow Cooking Oil--Salad Oil--Peanut Oil
Manufacturers of
Shortening and Margarine

Selling Agencies at
New York Philadelphia Pittsburgh Memphis
 YOPP'S CODE, Eighth Edition

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 12, 1925.

Remembering the bad quality season of 1920-1921, many in the trade now are convinced that bleachable prime summer yellow will be very scarce about the first of the year, as crude oil in many states is off in flavor and does not produce bleachable which is now selling basis shipping point about 75 points over crude. Bleachable, it is felt here, should soon command a premium of at least 100 points over crude with demand increasing for good oil and buyers laying in supply of bleachable.

Large buying orders entered the New Orleans market where oil is guaranteed to bleach and is suitable for compound. Trading was lively and contracts in good demand. Estimated about 20,000 barrels wanted in one day as the freight rates from New Orleans to the southern and midwestern large compound manufacturing points are favorable and bulk oil is desired by both buyers and sellers. Quality, weights and validity of contracts guaranteed by bonding company.

Buyers forced to bid market up to 9c Valley and Louisiana, and 9c asked Texas for crude oil with mills well sold ahead and not offering futures at all freely. When present compound demand is filled prices should ease off on account of tremendous crop as cotton oil is now too high for soap kettle and soap makers in some instances are reselling their contracts bought around 9c when crude was selling at 8c.

Dallas.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 12, 1925.—Prime cotton seed delivered Dallas, \$36.00; prime crude cottonseed oil, f.o.b. Dallas, 8¾c; 43 per cent meal and cake, \$33.50; hulls, \$10.00; linters, 3½@5½c. Intermittent rains past week; clearing today; all markets sluggish.

EASTERN MEAT PACKING CLASS.

With an attendance considerably larger than expected the first of the classes in packinghouse operation in New York City was launched last week at Columbia University.

When the class opened on Thursday evening, November 5, some 122 men—most of them juniors in the industry, although there were many older men there, too—and one young woman, were present. Room 307, which is the largest in Philosophy Hall, had been set aside by the University authorities, but its seats were quickly filled, making it necessary to bring in chairs for the overflow.

Pendleton Dudley, Eastern Director of the Institute of American Meat Packers, opened the meeting by giving a brief explanation of the Institute's educational program and then introduced Alexander D. Sullivan, of Armour and Company, and William A. Johns, of Swift & Company, who are the instructors in the course which will be devoted to pork packing operations.

The first meeting was a joint affair given over to the early history of the industry. The class later will be split into

two sections, one meeting from six to eight o'clock Thursday evenings and the other from eight to ten. Special lecturers will include Col. Ralph H. Hess, Dr. W. Lee Lewis, Dr. C. Robert Moulton, George Kern, Jr., and Pendleton Dudley.

Among the packing firms sending delegates to the course are Armour and Company, Swift & Company, Wilson & Co., Cudahy Packing Co., George Kern, Inc., Otto Stahl, Inc., Louis Meyer Company, Max Trunz, United Dressed Beef Company, New York Butchers Dressed Meat Company, Nagle Packing Company and F. A. Ferris & Company.

TELLS OF MARGARINE'S VALUE.

An interesting bulletin giving opinions of educators and statesmen on margarine and margarine legislation has recently been issued by the Institute of Margarine Manufacturers.

The object of the bulletin is to set forth the fact that margarine is a clean, pure and wholesome article of food, and that it is scientifically made of the food products of American agriculture, under government inspection. "It therefore has a rightful place in our diet as well as in our economic system," says the bulletin.

In addition to opinions on the subject by many educators and men in political life, the deductions of scientists as to the favorable place of margarine in the diet are given.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, November 1 to November 11, 44 bbls.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

New Highs for Move—Larger Cotton Report Checks Bulge—Trade Fairly Active—Crude Slightly Easier—Mills Not Pressing—Seed Situation Factor—Cash Demand Quieter.

After showing an advance of 67 to 89 points from the lows of the season, the cottonoil future market on the New York Produce Exchange suffered a setback of about $\frac{1}{4}$ c a pound from the high, only to steady again with a fairly liberal turnover from day to day. A combination of strong factors which brought about increased outside buying power, especially from the south itself, carried the advance along until a surprising increase in the Government cotton crop estimate served to bring about profit taking and checked the upturn.

On the reaction, scattered support was in evidence, and although sentiment was mixed, selling pressure was limited and it took but little buying to bring about a rally from the cotton report break.

Market Far From Weak.

The situation continues quite puzzling, but the fundamental conditions at the moment are far from being weak. Consequently there are many shrewd judges of the oil situation who feel that only temporary reactions from overbought conditions will be witnessed at least until after the turn of the year.

On the other hand there are those who were inclined to look upon the recent advances as having discounted the situation for the time being, but even in these quarters it is admitted that the market is in debatable ground and that for the immediate future at least no sharp decline is in prospect, unless there is a marked reversal in conditions that at present prevail.

The crude market reacted $\frac{1}{4}$ c from the high to the $\frac{8}{16}$ c level in the Southeast and Valley, but very little crude came out, and this condition tended to discourage pressing the market on the breaks. The mills were not frightened by the Government report as some had expected, and continued very firm in their ideas.

Some of those closest to the crude markets continued to express the belief that

it would take a 9c level to bring about another important selling movement from the mills. It is argued that the mills are well sold ahead, in some cases having made sales up to next April shipment, but the important situation as far as the mills are concerned at the present time appears to be the unsatisfactory condition of the seed, following the recent weather over the cotton belt.

Seed Contains Less Oil.

The stormy conditions have tended to delay crushing as well as causing excessive moisture in the seed. It has been said on good authority that the seed is running from 3 to 5 gallons less of crude per ton of seed than last year, and consequently this has increased the idea that the crush of oil this season will be no larger than last year, notwithstanding the greater cotton production.

The cotton crop estimate is 15,386,000 bales, compared with the October 18th report of 15,226,000 bales, and the final last year of 13,628,000 bales. The unsatisfactory seed condition however, it is said, prevails in Texas, Oklahoma, Mississippi, Arkansas and Louisiana, and the importance of the seed situation there is best emphasized by the fact that the Government gives these five states 9,880,000 bales, or nearly two thirds of the total cotton production this season.

Distribution of Oil Good.

The distribution of oil continues at a rapid pace. Refineries still report working to capacity, and while the last few days have seen some falling off in the cash demand, thus far little or no apprehension is noted, and apparently the refiner is satisfied, as it will give the refiners a chance to catch up.

Reports from everywhere indicate that the refiners are still well booked ahead, and that in no quarter has any stock of consequence been built up. Therefore, there is no pressure of actual oil on the market, and although a great portion of the crop is still to be moved, nevertheless, speculative operations in the absence of hedging pressure have been easily making the price of late.

One of the leading interests stated the past week that the market will continue in a strong position as far as actual oil is concerned until after the turn of the year, and that he would not press the market on the setbacks. He felt that the price level of cottonoil is still attractive, owing

to lard premium, and that cottonoil was still a soapmakers' proposition.

With tallow holding around $9\frac{1}{4}$ c, crude oil was very attractive to soapmakers, and one can hardly form an idea of the absorptive power of the soapmaker, should the present tallow situation continue. Cottonoil, it is said, cannot go into all makes of soap, but it does go into laundry soap, which, after all, is said to be the largest branch of soap manufacture.

Again this week estimates have been heard that soapmakers thus far had absorbed 200,000 bbls., and the importance of this cannot be overemphasized as, should domestic consumption run the same as last year, and the crush prove no larger than last year on account of the quality of the seed, it can be readily seen that instead of a burdensome supply of oil there are prospects for a smaller carry-over at the end of this season than that carried over at the end of last season.

Lard Market Firmer.

The lard market has ruled firmer and cotton has been very irregular. Advances in cotton appeared to help cottonoil at times, while reactions in the cotton market appeared to have but little effect. This week a great part of the buying power has come from the local ring crowd. However, it has been said that southern interests in the New York market the past ten days to two weeks have increased considerably, and incidentally the price situation is to a great extent in the hands of the mills themselves.

A longer crushing season this year, and orderly marketing of crude with the sharp bulges taken advantage of to sell ahead, should result in a profitable season for the south, and for the maintenance of a fairly good price for the oil. However, should the mills press crude for sale within the near future, the present bullishness in the situation could easily be reversed.

An important summary of the hog situation was issued by the U. S. Department of Agriculture, and showed prospects that winter marketing of hogs this year will probably be smaller than was indicated by the June survey. A Chicago packer estimated that the hog supply from now until May 1, 1926, will average about 10 per cent less than last year, and after that period, an increase of 10 per cent is expected.

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Has been established by the New Orleans Cotton Exchange as a facility for the trade and at the earnest request of leading oil-mill men and others.

The same splendid organization which functions in the Cotton Market makes the New Orleans Cottonseed Oil Market unique in its completeness.

Contracts are for 30,000 pounds in bulk in storage in New Orleans and vicinity. Commissions are \$20.00 per round contract.

The movement of cotton seed oil to New Orleans is a natural one, and makes this a logical market.

Write for rules
and information

**New
Orleans
Cotton
Exchange**

COTTONSEED OIL—Market transactions:

Friday, November 6, 1925.

		Range		Closing	
		Sales	High	Low	Bid. Asked
Spot	.....	.....	.....	990	a 1050
Nov.	.....	200	1008	1008	1008 a 1015
Dec.	.....	2500	1009	1000	1003 a 1004
Jan.	.....	1500	1007	1000	1002 a 1003
Feb.	.....	.....	.....	1005	a 1010
Mar.	.....	10800	1018	1010	1012 a 1013
April	.....	.....	.....	1015	a 1025
May	.....	5000	1037	1030	1031 a 1032
June	.....	.....	.....	1038	a 1045

Total sales, including switches, 20,600 bbls. P. Crude S. E. 8½-¾ Bid.

Saturday, November 7, 1925.

		Range		Closing	
		Sales	High	Low	Bid. Asked
Spot	.....	.....	.....	1005	a 1050
Nov.	.....	.....	.....	1005	a 1020
Dec.	.....	1000	1010	1007	1006 a 1008
Jan.	.....	900	1010	1005	1007 a 1008
Feb.	.....	.....	.....	1010	a 1015
Mar.	.....	9100	1022	1016	1017 a 1019
April	.....	.....	.....	1025	a 1035
May	.....	2500	1040	1035	1036 a 1038
June	.....	.....	.....	1040	a 1050

Total sales, including switches, 14,000 bbls., P. Crude S. E. 8¾ Bid.

Monday, November 9, 1925.

		Range		Closing	
		Sales	High	Low	Bid. Asked
Spot	.....	.....	.....	985	a
Nov.	.....	200	980	980	985 a 990
Dec.	.....	1100	1010	985	992 a
Jan.	.....	3900	1012	985	992 a
Feb.	.....	100	985	985	992 a 1000
Mar.	.....	12600	1024	1000	1002 a
April	.....	.....	.....	1005	a 1015
May	.....	4300	1038	1015	1020 a 1021
June	.....	.....	.....	1025	a 1042

Total sales, including switches, 22,400 bbls., P. Crude S. E. 8½-¾ Bid.

Tuesday, November 10, 1925.

		Range		Closing	
		Sales	High	Low	Bid. Asked
Spot	.....	.....	.....	1000	a 1025
Nov.	.....	.....	.....	998	a 1002
Dec.	.....	1600	1008	992	1003 a 1005
Jan.	.....	2100	1003	990	1001 a
Feb.	.....	.....	.....	1002	a 1006
Mar.	.....	4100	1013	1004	1007 a 1009
April	.....	.....	.....	1010	a 1018
May	.....	5900	1032	1020	1026 a
June	.....	.....	.....	1030	a 1040

Total sales, including switches, 14,900 bbls., P. Crude S. E. 8½ Bid.

Wednesday, November 11, 1925.

		Range		Closing	
		Sales	High	Low	Bid. Asked
Spot	.....	.....	.....	1025	a 1050
Nov.	.....	600	1025	1025	1025 a 1042
Dec.	.....	1300	1018	1013	1017 a 1020
Jan.	.....	2500	1015	1008	1016 a 1018
Feb.	.....	200	1018	1017	1017 a 1019
Mar.	.....	8800	1025	1017	1024 a
April	.....	.....	.....	1030	a 1031
May	.....	4800	1041	1036	1040 a 1041
June	.....	.....	.....	1045	a 1053

Total sales, including switches 18,600 bbls., P. Crude 8¾ Bid.

Thursday, November 12, 1925.

		Range		Closing	
		Sales	High	Low	Bid. Asked
Spot	1030	a
Nov.	1030	a 1050
Dec.	1032	1025	1030 a 1031
Jan.	1033	1025	1029 a 1030
Feb.	1028	a 1031
Mar.	1039	1033	1036 a
April	1040	1040	1038 a 1040
May	1054	1048	1050 a 1052
June	1056	1056	1056 a

SEE PAGE 37 FOR LATER MARKETS.

COCONUT OIL—A firm undertone continues to prevail in the coconut oil market the past week with offerings limited and a fair consumer interest in evidence. Nearby oil continued very firm and even the future shipments were firm.

Tallow was barely steady, but this was offset by the limited available quantities of nearby coconut oil. At New York Ceylon barrels quoted 13¼@13½ nominal; Cochin barrels, 14c nominal; tanks, Pacific coast, 11¼@11½c; while January forward shipment quoted at 10¼c.

SOYA BEAN OIL—A rather firm market with a good demand and a more liberal turnover was reported in this oil. A better demand for refined oil was also in evidence. As a result the undertone of the market is quite firm.

At New York both crude and refined oil was nominal, while tanks Pacific coast was quoted at 11½@11¾c and January forward sold in a fair way at 11c.

CORN OIL—A finer market due to a fair consumers demand and with strength in cottonoil, featured the corn oil situation the past week. In some quarters a better demand for refined corn oil was noted.

At New York refined barrels quoted 13¼@13½c; cases, 13.88; buyers' tanks f.o.b. mills, 9½@9¾c.

PALM OIL—A better demand for this oil resulted in a firmer market, and less active offerings on the part of sellers. Buyers however, were slow in following the upturn. Spot palm oil continues in a very firm position.

At New York Lagoes spot quoted 9¼c; shipment, 8½@8¾c; Nigre spot, 8¾@9c; shipment, 8½c c.i.f. New York.

PALM KERNEL OIL—The market showed a better undertone due to reports of round lot absorption at 10½c barrels spot New York. There was evidence of a better demand for shipment oil, and sellers were firmer in their ideas. At New York spot barrels quoted at 10¼c; casks, 10¼@10¾c; shipment barrels, 10¼ and casks about 10c.

PEANUT OIL—The market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand has been very good, but quieted the past few days somewhat. Refined barrels New York 11@11¼c; crude oil strong, southeast, 8½@8¾c; Valley, 8½@8¾c; Texas, 8½c bid.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 10, 1925.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98% powdered caustic soda, \$4.16@4.56 per cwt.; 58% carbonate of soda, \$2.04@2.44 per cwt.

Clarified palm oil in casks 2,000 lbs., 9¼@9½c lb.; olive oil foots, 9@9¼c lb.; East India Cochin cocoanut oil, 16½c lb.; Cochin cocoanut oil, domestic, 15½c lb.; Ceylon grade cocoanut oil, 14½c lb.

Prime summer yellow cottonseed oil, 11@11¼c lb.; soya bean oil, 13½c lb.; red oil, 11½@12¼c lb.

Extra tallow, f. o. b. seller's plant, 9½c lb.; dynamite glycerine, nom., 18½c lb.; chemically pure glycerine, nom., 19½c lb.; saponified glycerine, nom., 14¼c lb.; crude soap glycerine, nom., 13c lb.; prime packers grease, nom., 9c lb.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, November 11, 1925.—Local brokers state they are doing very little business in fertilizer materials as buyers show little interest and those that do have views below present quotations on most materials.

Local packers of ground tankage are asking \$4.25 & 10c f.o.b. New York, but sales of outside tankage have been made at this figure delivered New York points. Southern buyers are unwilling to purchase South American materials at present prices.

Fish scrap sold at a little higher price f.o.b. fish factory Virginia. Nitrate of soda is firm in price but not much business is being done.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Paritan, Winter Pressed Salad Oil

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil

Moonsstar Coconut Oil

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BROKERS EXCLUSIVELY VEGETABLES OILS

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Hardened Edible Cocoanut Oil COTTON OIL FUTURES

On the New York Produce Exchange

Production, Consumption and Stocks of Fats and Oils

Production of fats and oils, exclusive of refined oils and derivatives, during the three month period ended September 30, 1925, according to a preliminary report of the United States Department of Commerce, was as follows: Vegetable oils, 417,714,890 lbs.; fish oils, 44,228,933 lbs.; animal fats, 405,503,478 lbs.; and grease, 82,086,837 lbs., a total of 949,534,138 lbs.

Of the several kinds of fats and oils covered by this inquiry, the greatest production, 304,332,491 lbs., appears for lard.

Next in order is cottonseed oil with 187,023,490 lbs., linseed oil with 146,306,306 lbs.; tallow with 98,939,400 lbs.; coconut oil with 46,135,065 lbs.; and corn oil with 24,452,073 lbs.

The production of refined oils during the period was as follows: Cottonseed, 141,975,654 lbs.; coconut, 53,160,981 lbs.; peanut, 1,324,416 lbs.; and corn, 19,640,729 lbs.

The data for the factory production, imports, exports and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

VEGETABLE OILS.*

Factory operations	Factory and warehouse
ing Sept. 30, 1925.	stocks Sept. 30, 1925.
Cottonseed, crude	187,023,490
Cottonseed, refined	141,975,654
Peanut, virgin and crude	1,324,416
Peanut, refined	46,135,065
Coconut, or copra, crude	53,160,981
Coconut, or copra, refined	24,452,073
Corn, crude	19,640,729
Corn, refined	301,318
Soya-bean, crude	1,055,338
Soya-bean, refined	6,006,488
Olive, edible	1,775,139
Olive, inedible	6,074,782
Sulphur oil, or olive foots	2,048,860
Palm-kernel, crude	4,797
Palm-kernel, refined	2,198,889
Rapeseed	86,436,596
Linseed	26,945,674
Chinese wood or tung	1,519,453
Chinese vegetable tallow	5,619,690
Castor	31,087,827
Palm	2,610,618
All other	591,756

FISH OILS.*

Cod and cod-liver	252,142	4,383,906
Menhaden	22,775,798	22,279,477
Whale	6,013,718	28,046,463
Herring, including sardine	13,126,230	13,742,719
Sperm	566,625	2,312,398
All other, (including marine animal)	1,494,420	2,808,346

*The data of oils produced, consumed and on hand by fish oil producers and fish canners were collected by the Bureau of Fisheries.

ANIMAL FATS.

Lard, neutral	9,843,653	4,107,387
Lard, other edible	264,488,838	50,356,751
Tallow, edible	10,868,034	2,394,379
Tallow, inedible	88,073,396	43,333,081
Neat's-foot oil	2,231,587	1,613,218

GREASES.

White	13,543,967	5,295,228
Yellow	13,621,218	9,527,593
Brown	10,489,946	7,143,166
Bone	6,496,747	1,453,705
Tankage	12,804,781	4,020,500
Garbage or house	19,296,187	9,811,950
Wool	926,447	1,849,144
Recovered	3,286,071	1,388,986
All other	1,641,476	1,962,102

OTHER PRODUCTS.

Lard compounds and other lard substitutes	300,877,629	16,032,579
Hydrogenated oils	103,625,819	8,220,311
Stearin, vegetable	3,776,951	951,322
Stearin, animal, edible	16,602,382	3,006,946
Stearin, animal, inedible	6,338,816	3,079,746
Oleo oil	29,768,438	10,775,098
Lard oil	8,505,355	4,790,819
Tallow oil	3,418,018	1,858,090
Fatty acids	29,667,967	3,996,904
Fatty acids, distilled	13,491,511	2,314,482
Red oil	12,208,213	7,440,844
Stearic acid	6,321,969	1,939,400
Glycerin, crude 80% basis	24,591,340	7,444,186
Glycerin, dynamite	9,481,620	6,845,724
Glycerin, chemically pure	13,975,975	8,741,800
Cottonseed foots, 50% basis	20,767,725	6,773,679
Cottonseed foots, distilled	19,626,663	6,848,600
Other vegetable oil foots	9,836,025	1,023,329
Other vegetable oil foots, distilled	392,665	201,631
Acidulated soap stock	7,752,189	5,864,428
Miscellaneous soap stock	825,184	225,625

RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

—Tons of 2,000 pounds—	
On hand	On hand
July 1 to	Sept. 30.
Sept. 30.	Sept. 30.
Cottonseed	624,070
Peanuts, hulled	2,878
Peanuts in the hull	281
Copra	35,584
Coconuts and skins	700

Packers Ask Us:— How Can We Do It At Such Prices?



Packers and Renderers were surprised at the performance, capacity and price of the Newman Grinder. To buy a real efficient Grinder at from \$300.00 to \$495.00 was something new.

There is no secret about our low prices. We make grinders only—we have been making them for years—in large quantities under standardized, large production methods. It's just common ordinary horse sense applied to business. But we go a step further. We guarantee to grind your product at the lowest cost,—to grind it faster, with less power, with less time out.

This trouble proof, roller bearing Newman Grinder will grind Tankage, Meat Scrap, Blood, Raw Bone, Steamed or Dried Bone, Fertilizer, Glue, Hoofs, Horns, Fish Scrap, Oil Cake, Cotton Seed, etc., etc., and all feed products.

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214-216 S. Wichita Street,
Wichita, Kansas

Corn germs	42,832	415
Flaxseed	219,000	79,361
Castor beans	12,413	5,248
Mustard seed	632	878
Soya-beans	1,120	53
Oilives	1,510	197
Other kinds		

IMPORTS OF FOREIGN FATS AND OILS.

QUARTER ENDED SEPTEMBER 30, 1925.	
	Pounds.
Whale oil	2,691,068
Cod and cod-liver oil	5,037,165
Other fish oils	1,127,662
Deer and hog fats	302,314
Wool grease	1,809,782
Grease and oils, n.e.s. (value)	\$21,937
Chinese wood oil or nut oil	20,120,780
Coconut oil	29,658,440
Olive oil, edible	22,510,563
Sulphur oil, or olive foots	8,888,422
Olive oil, denatured	1,606,608
Palm oil	36,589,573
Palm-kernel oil	2,585,022
Peanut oil	504,613
Rape oil	3,662,445
Linseed oil	436,765
Soya-bean oil	1,172,584
Vegetable tallow	543,411
Vegetable wax	1,705,777
Other vegetable oils	1,320,852
Glycerin	3,593,747

EXPORTS OF FOREIGN FATS AND OILS.

QUARTER ENDED SEPTEMBER 30, 1925.	
	Pounds.
Fish oils	11,288
Other animal oils, fats, and greases	51,864

EXPORTS OF DOMESTIC FATS AND OILS.

QUARTER ENDED SEPTEMBER 30, 1925.	
	Pounds.
Oleo oil	20,948,240
Neat's-foot oil	312,797
Other animal oils	584,097
Fish oils	135,568
Oleo stock	2,967,670
Tallow	4,120,106
Lard	155,799,386
Lard, neutral	6,837,728
Lard compound containing animal fats	1,440,530
Oleo and lard stearin	2,040,656
Grease stearin	874,375
Oleic acid, or red oil	98,172
Stearic acid	288,060
Oleomargarin containing animal fats	133,155
Other animal greases, oil, and fats	18,043,601
Coconut oil	4,563,282
Cottonseed oil, crude	1,250,727
Cottonseed oil, refined	7,071,760
Linseed oil	686,288
Soya-bean oil	363,182
Corn oil	925,894
Vegetable oleomargarin	19,740
Vegetable oil lard compound	2,094,900
Vegetable soap stock	2,562,038
Other vegetable oils and fats	2,137,618
Glycerin	414,422

THE CASING HOUSE

What "size" Sheep Casing do you use?

Long experience and careful study has taught us to select Sheep Casings so as to conform with demands of all localities.

BERTH. LEVI & Co., INC.
ESTABLISHED 1882

**NEW YORK
BUENOS AIRES**

**CHICAGO
HAMBURG**

**LONDON
WELLINGTON**

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions strong the latter part of the week with hogs and unfavorable corn weather, and influenced by reports of better cash trade in lard for export. Strength in cottonseed oil also having an influence. Hog receipts moderate but there is considerable realizing on bulges. Holdings of lard in the United States on Nov. 1, 1925, amounted to 36,640,000 lbs., compared to 31,706,000 lbs. last year.

Cottonseed Oil.

Cottonseed oil strong at best levels for the move, good outside speculative absorption, strength in crude oil, further rains in the South and fairly good cash demand holding prices. Realizing was aggressive the past two days, but strength in lard and cotton checking selling pressure. Crude cleaned up in the Southeast at 9c bid, mills holding for 9½c; Valley, 9c bid; rumored Texas sold at 9c.

Quotations on cottonseed oil at Friday noon were: November, \$10.25; December, \$10.30@10.40; January \$10.35; February, \$10.30@10.36; March, \$10.35@10.36; April, \$10.38@10.43; May, \$10.49@10.51; June, \$10.55@10.60.

Tallow.

Tallow, extra, 9½c sales, 10c asked.

Oleo Oil and Stearine.

Oleo stearine, 13¼c, sales.

FRIDAY'S GENERAL MARKETS.

New York, November 13, 1925.—Spot lard at New York, prime western, \$16.80@16.90; middle western, \$16.60@16.70; city, \$16.25; refined continent, \$17.50; South American, \$18.25; Brazil kegs, \$19.25; compound, \$12.25@12.50.

Hull Oil Market.

Hull, England, November 13, 1925.—By Cable.—Refined cottonseed oil, 41s; crude cottonseed oil, 37s 3d.

(Latest provision cables on page 29.)

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Nov. 7, 1925, with comparisons:

To	PORK, BBLs.		From Nov. 1, 1925, to Nov. 7, 1925.
	Week ended Nov. 7, 1925.	Week ended Nov. 8, 1924.	
United Kingdom...	100	10	100
Continent	100	150	100
Total	100	160	100

BACON AND HAMS, LBS.

United Kingdom...	6,313,250	13,540,000	6,313,250
Continent	592,500	2,028,000	592,500
Other countries....	62,500	.....	62,500
Total	6,968,250	15,568,000	6,968,250

LARD, LBS.

United Kingdom...	4,629,118	4,412,650	4,629,118
Continent	3,491,427	1,935,525	3,491,427
Eth. and Ctl. Amer.	43,000	20,000	43,000
West Indies .....	.....	4,940	.....
Other countries .....	.....	2,604	.....
Total	8,163,545	6,045,719	8,163,545

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York	190	2,481,250	4,138,545
Boston .....	.....	3,309,000	1,760,000
New Orleans .....	.....	.....	45,000
St. John, N. B. ....	.....	1,118,000	2,225,000
Total week	190	6,968,250	8,163,545
Previous week	1,325	9,294,750	7,458,135
2 weeks ago	795	3,235,000	7,227,385
Cor. week 1924	160	15,568,000	6,045,719

Comparative summary of aggregate exports in lbs., from Nov. 1 to Nov. 7, 1925.

	1924-1925.	1923-1924.	Increase.	Decrease.
Pork, lbs.	38,000	32,000	6,000	.....
Bacon and hams, lbs.	6,968,250	15,568,000	.....	8,599,750
Lard, lbs.	8,163,545	6,045,719	2,117,826	.....

BRITISH PROVISION LETTER.

(Special Letter to The National Provisioner.)

Liverpool, England, October 31, 1925.—

The bacon market here this week is weak on account of good supplies of Danish and other Continental cures being pressed for sale at reduced prices. The market on these cures has shown a reduction of about 6s@8s on the week. This has had the effect of easing the market on American meats, and bellies, Wiltshires and Cumberlands have shown reductions in prices.

Backs, however, are an exception, as they are in rather short supply and have steadied somewhat on the better demand from Ireland. Hams are also in short supply and prices here again remain stationary, being held back from showing any improvement in price on account of Danish gammons being offered at 120s@122s.

Lard has been a disappointing sale and our market keeps in a depressed state due to stocks being on the heavy side and also to the poor support from Chicago.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Nov. 7, 1925, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Germany—Sausage in tins.....	3,551 lbs.	
Germany—Smoked hams.....	4,634 lbs.	
Germany—Loose sausage.....	825 lbs.	
Canada—Calf carcasses.....	42	
Canada—Quarters of beef.....	479	
Canada—Lamb carcasses.....	2,852	
Canada—Pork tenderloins.....	8,000 lbs.	
Canada—Smoked pork.....	8,595 lbs.	
Canada—Lamb cuts.....	1,388 lbs.	
Canada—Beef tongues.....	26,264 lbs.	
Canada—Calf livers.....	600 lbs.	
Canada—Frozen beef.....	31,128 lbs.	
Italy—Smoked hams.....	448 lbs.	
Italy—Loose sausage.....	2,695 lbs.	
Holland—Smoked hams.....	1,779 lbs.	
Ireland—Bacon.....	6,702 lbs.	
Ireland—Smoked hams.....	570 lbs.	

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to November 13, 1925, show exports from that country were as follows: To England, 73,460 quarters; to the continent, 83,866 quarters; to other ports, none.

Exports for the previous week were: To England 175,359 quarters; to the continent, 67,070 quarters; to other ports, none.

Sold Out So Quick!

The 1925 Packers' Convention Number of THE NATIONAL PROVISIONER went "like hot cakes." Though liberal provision was made for those who "forgot to order" in advance, the edition was entirely exhausted 48 hours after it left the press.

THE NATIONAL PROVISIONER will pay 50 cents each for every copy of the 1925 Convention Number returned in good condition to the Chicago office, Old Colony Building, Chicago.

Send 'em in! We need 'em to supply our friends who are "running us red-headed" for extra copies!

TRADE GLEANINGS.

Joseph Zenk is said to be contemplating the erection of an abattoir in Paris, Tenn.

Snohomish Packing Company has been incorporated in Snohomish, Wash., with a capital stock of \$10,000.

The meat packing firm of Hedlund & Company, Seattle, Wash., has increased its capital stock to \$125,000.

Efforts are being made to establish a meat packing and cold storage plant in Sayre, Pa., by residents of that place.

Pacific Packers, Inc., have been chartered in Seattle, Wash., with a capital stock of \$5,000 by G. W. and H. E. Teasdale.

Little Falls Packing Company, Little Falls, Minn., was damaged by fire recently. Loss was estimated at around \$20,000.

The abattoir of I. P. Gambetta, Soledad, Calif., was recently destroyed by fire. Loss was estimated at \$1,000. The owner plans to rebuild.

The plant of the Peninsular Packing Company, Iron River, Mich., which was sold at public auction recently to E. J. Van Ornum, has been leased to Emil Gaiser, who plans to reopen and operate it.

The packing plant of Chappel Bros., Inc., Rockford, Ill., was recently damaged by fire to the extent of around \$50,000. This plant slaughters horses exclusively and is said to be the only plant of its kind in America. Inedible greases and dog food are manufactured for use in this country, and canned horse meat is exported to Europe.

DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending November 7, 1925, amounted to 3,173 metric tons, according to a cablegram to the U. S. Department of Commerce. Of this amount, 3,117 metric tons went to England.

SLAUGHTER REPORTS.

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at the following centers for the week ending Nov. 7, 1925:

	CATTLE.	
	Week ending Nov. 7.	Cor. week. 1924.
Chicago	46,641	79,341
Kansas City	41,425	42,889
Omaha	28,257	25,123
East St. Louis	16,582	75,601
St. Joseph	12,704	10,044
Sioux City	9,763	8,104
Cudahy	1,630	953
Fort Worth	8,530	7,083
Philadelphia	2,100	1,707
Indianapolis	3,115	2,842
Boston	2,700	2,782
New York and Jersey City	9,221	9,255
Oklahoma City	7,528	6,124
Total	189,696	209,418

	HOGS.	
	Week ending Nov. 7.	Cor. week. 1924.
Chicago	94,870	89,531
Kansas City	18,063	16,191
Omaha	27,831	24,461
East St. Louis	38,872	32,450
St. Joseph	18,200	15,232
Sioux City	24,504	29,497
Cudahy	17,535	12,728
Ottumwa	12,981	13,940
Fort Worth	3,536	2,710
Philadelphia	28,157	19,626
Indianapolis	19,130	14,798
Boston	13,358	9,650
New York and Jersey City	60,576	58,722
Oklahoma City	4,175	3,822
Total	382,967	345,320

	SHEEP.	
	Week ending Nov. 7.	Cor. week. 1924.
Chicago	48,507	43,470
Kansas City	11,019	14,461
Omaha	12,835	11,683
East St. Louis	11,631	12,325
St. Joseph	9,974	11,062
Sioux City	7,782	8,293
Cudahy	447	428
Fort Worth	2,670	3,392
Philadelphia	5,737	5,673
Indianapolis	735	527
Boston	8,132	7,876
New York and Jersey City	55,895	50,134
Oklahoma City	204	65
Total	175,106	168,967

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Nov. 12, 1925.

CATTLE—The disposition of the country to liquidate, together with a narrowed demand, knocked the bottom out of the fed steer trade. It was an uneven decline and losses generally amounted to 50c@\$.150 on kinds of value to sell at \$9.00 upward. Heavies were severely penalized and the price premium that has been paid for such kinds over lighter weight offerings was lost. In fact, yearlings selling on a price parity with matured steers were the more active.

Reflecting a relatively healthy outlet for that class of carcass beef, lower grade killing steers held steady.

The week's extreme top was paid on Monday for two loads of 1,166 lb. bullocks which realized \$14.50. Several loads of yearlings ranging in weight from 928 lbs. to 1,024 lbs. scored \$13.25. Bulk fed offerings sold at \$8.50@11.00, and only a meager quota of fed offerings, all weights, exceeded \$13.00. Approximately 9,000 western grassers were offered as com-

pared to 11,000 a week earlier. Odd lots of Montanas sold upward to \$10.50 on killing account, with the bulk of range steers at \$7.00@8.00.

She stock advanced 25@50c mostly, the advance being scored for the most part on the strength of small supplies. Cannerns and cutters at \$3.25@4.00 moved up 10@15c. Bulls gained 25c and the top on bolognas reached \$5.25. Vealers declined 50c and closed at \$10.50@11.00, mostly, to packers.

HOGS—Slightly increased receipts locally and around the market circle, coupled with a decided abatement in the urgent needs of outside buyers, brought an uneven reduction in values that increased in severity with the lack in weight. This readjustment was sufficient to carry weighty butchers up to the top and dropped underweights from the lofty price pinnacles noted recently.

Light to heavy weight butchers ruled 15@30c lower than last Thursday, light lights declined 50c@\$.100; packing sows registered 35@50c losses; with the full break on heavier offerings. Slaughter pigs suffered a \$1.00 setback.

SHEEP—Several factors were instrumental in moving slaughter lambs and

yearling values 25@50c higher during the week. Eastern dressed trade improved and shipping demand increased, while receipts, both locally and around the market circle, decreased.

Best fat lambs topped for the week at \$15.90, bulk moving at \$15.00@15.50, with moderate sorts. Culls scored \$11.50@12.00 mostly. Yearling wethers sold upward to \$12.75, a spread of \$11.50@12.50 gathering in most desirable offerings. Fat sheep sold mostly 25c higher, best aged wethers scoring \$10.00, with several lots of desirable fat ewes upward to \$8.25.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Nov. 12, 1925.

CATTLE—The week's trade in beef steers and yearlings was very slow and draggy and prices are unevenly lower. Closing levels are from 25@50c lower on most classes of both long and short fed offerings, with kinds scaling 1,200 lbs. and above as much as 50@75c lower. Plain quality steers selling at \$8.00 and below have been scarce and show the least decline.

Yearlings made the week's top at \$13.50, while medium weights reached \$11.75 and heavy steers \$10.50. Bulk of the supply has been shortfeds, selling from \$8.00@10.00 with scattered sales of grassers to killers at \$6.75@7.25.

Fat she stock has been in limited supply and most butcher cows and heifers are 25@40c higher, while cannerns and cutters closed 10@15c over a week ago. At the close, the bulk of cows ranged from \$4.00@6.00; heifers, \$5.00@7.00; and cannerns and cutters, \$3.25@3.75. Odd lots of grain fed heifers sold at \$9.00@10.00.

Bulls sold at strong to 25c higher prices with native bolognas at \$4.25@4.75. Vealers are around 50c lower, while medium and heavy calves held steady. Veals topped on late days at \$11.00.

HOGS—During the week under review some improvement was made in prices on the medium and strong weight butchers while underweights are slightly lower. Better grades of butchers scaling around 250 lbs. and up are 15@25c higher while 180@250 pound offerings scored gains of 5@10c. Light lights, although in broad demand, are closing 10@15c under last Thursday. At the close choice light lights reached \$11.75, lights \$11.65 and strong weight butchers \$11.55. Packing sows are generally 25c higher for the week with most sales on late days at \$10.25@10.75.

SHEEP—Receipts of both fat lambs and matured sheep during the week were about ample to meet the demand of local killers, and prices have maintained at steady basis as compared week ago. Desirable fed western lambs sold up to \$15.35, while best native arrivals cashed at \$15.25. Bulk of the week's supply of fat lambs were taken within the spread of \$14.75@15.25. Best ewes reached \$8.00 with others selling from \$7.25@7.85. Aged fed wethers sold up to \$9.00 and yearlings cleared at \$12.25 and \$12.50.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, November 12, 1925, as reported to THE NATIONAL PROVISIONER by leased wire by the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or only hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$11.70 Early	\$11.85	\$11.45	\$11.75	\$11.25
BULK OF SALES	10.75@11.00	11.05@11.85	10.40@11.40	11.25@11.55	10.25@11.25
Hvy. wt. (250-350 lbs.), med.-ch.	11.10@11.00	11.35@11.70	11.00@11.40	11.10@11.55	10.75@11.15
Med. wt. (200-250 lbs.), med.-ch.	11.35@11.60	11.60@11.80	11.15@11.45	11.15@11.60	10.85@11.15
Lt. wt. (160-200 lbs.), com.-ch.	11.00@11.55	11.60@11.85	11.15@11.45	11.15@11.75	10.80@11.25
Lt. lt. (130-160 lbs.), com.-ch.	10.50@11.50	11.60@11.85	11.00@11.45	11.10@11.75	10.90@11.25
Packing sows, smooth and rough	9.40@10.40	9.90@10.35	10.00@10.50	10.15@10.75	9.45@10.10
Sight. pigs (130 lbs. down), med.-ch.	10.75@11.50	11.50@12.25	11.00@11.50	11.00@12.00	11.00@11.50
Av. cost and wt., Wed., (pigs excluded)	11.35-240 lb.	11.67-214 lb.	11.12-249 lb.	11.50-217 lb.	11.00@11.50
Slaughter Cattle and Calves:					
STEERS (1,500 LBS UP):					
Good-ch	10.50@14.00	11.00@14.00	10.50@14.00	11.00@14.50	.....
STEERS (1,100-1,500 LBS.):					
Choice	12.50@14.00	12.50@14.00	12.00@14.00	12.25@14.50	.....
Good	9.50@12.50	10.00@12.50	9.15@12.00	9.00@12.80	9.00@12.50
Medium	7.75@9.50	7.00@10.00	6.90@9.15	6.90@9.00	7.00@9.00
Common	5.50@7.75	5.25@7.00	4.75@6.90	4.75@6.90	5.25@7.00
STEERS (1,100 LBS. DOWN):					
Choice	12.25@14.25	12.25@14.00	12.00@14.00	12.10@14.15	.....
Good	9.50@12.25	9.75@12.25	9.00@12.00	8.75@12.25	8.75@12.00
Medium	7.50@9.50	6.75@9.75	6.85@9.00	6.90@9.00	6.50@8.75
Common	5.25@7.75	5.00@6.75	4.50@6.85	4.50@6.50	4.50@6.50
Canner and cutter	3.90@5.25	4.00@5.00	3.25@4.50	3.50@4.50	3.00@4.50
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	8.75@13.50	8.75@12.25	8.50@13.00	8.65@13.00	8.25@13.00
HEIFERS:					
Good-choice (850 lbs. up)	7.00@11.50	6.00@10.00	6.75@11.35	6.75@11.00	6.25@10.75
Common-med. (all weights)	5.00@7.25	4.50@6.00	4.35@6.75	4.00@6.75	4.25@6.25
COWS:					
Good to choice	5.65@8.75	5.50@7.75	5.35@8.65	5.25@8.10	4.75@7.50
Common and medium	4.15@5.85	4.00@5.50	4.00@5.35	4.00@5.25	3.50@4.75
Canner and cutter	3.15@4.15	3.00@4.00	3.00@4.00	3.00@4.00	2.75@3.50
BULLS:					
Good-ch. beef (1,500 lbs. up)	5.15@8.50	5.25@6.25	4.85@5.75	4.75@5.25	4.75@5.75
Good-ch. (1,500 lbs. down)	5.35@7.00	5.25@6.75	4.85@6.25	4.75@5.75	4.85@6.25
Can.-med. (canner and bologna)	3.75@5.35	3.25@5.00	3.00@4.35	3.25@4.75	3.25@4.85
CALVES:					
Medium to choice (milk fed exc.)	5.00@8.00	5.00@8.50	4.75@7.25	4.00@7.00	4.00@6.75
Cull-common	4.00@5.00	4.00@5.00	3.50@4.75	3.00@4.00	3.00@4.00
VEALERS:					
Medium to choice	9.00@12.00	8.50@13.25	8.75@12.00	6.50@11.50	7.00@10.25
Cull-common	5.00@9.00	4.50@8.50	4.50@8.75	4.00@6.50	3.50@7.00
Slaughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down)	14.00@15.90	13.50@15.25	13.25@15.25	13.50@15.35	13.50@15.25
Lambs, cull-com. (all weights)	11.00@14.00	10.50@13.50	10.25@13.25	10.00@13.50	9.50@13.50
Yearling wethers, medium to choice	9.50@13.00	9.75@12.75	9.75@12.00	10.00@12.75	.....
Ewes, common to choice	4.75@8.50	4.00@7.75	4.50@8.00	4.75@8.00	3.75@7.75
Ewes, cannerns and cull	1.50@4.75	1.50@4.00	1.25@4.50	1.50@4.75	1.50@3.75

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Omaha, Nebr.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
 Omaha, Nebr., Nov. 12, 1925.

CATTLE—Receipts of fed steers and yearlings were somewhat larger this week and included a liberal showing of good to choice offerings. The improved quality attracted shipping orders, but with unevenly and sharply lower markets at other points and an indifferent demand from local packers, prices worked steadily lower. Declines measuring 25@75c for the week were taken with the better grades showing the most loss. Some choice kinds quoted \$1.00 lower.

There were numerous loads of yearlings light steers and medium weights at \$11.00 @12.00, with medium weights at \$12.25, yearlings, \$12.50, and mixed yearlings scaling 827 lbs at \$13.10.

She stock is strong to 25c higher and vealers about steady with practical top \$11.50. Western bulls declined 25@50c while natives are weak to 25c lower.

HOGS—Market has been featured with an urgent outside inquiry for the better grade butchers. Under light offerings and moderate receipts all classes of hogs reflected strength. Better grade butchers and light offerings showed at 5@10c higher trend, with current range for all weights at \$11.25@11.40; top, \$11.45. Packing grades uncover a 25@35c advance. Bulk \$10.25@10.50.

SHEEP—A good healthy tone featured the market for killing classes of sheep and lambs compared with a week ago. Fat lambs 15@25c higher; fed clipped lambs steady; sheep firm. Bulk of fed and fat range lambs of Thursday's trade was \$14.75@15.00; top \$15.10; fed clipped lambs average 92 lbs., \$14.00; best fat ewes \$8.00. Market received the support of local packers and there was some inquiry from eastern packers noted.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
 E. St. Louis, Ill., Nov. 12, 1925.

CATTLE—Incidents of the current week's cattle trade were light receipts and the mediocre quality of beef steers; a slump in all but low-priced kinds; and the broad outlet afforded canners.

Compared with a week ago: beef steers above \$9.00 and heifers 25c lower; other beef steers, cows and bulls steady; canners 25c higher; light vealers 75c@1.00 higher.

Tops for week: matured steers \$12.00; yearlings \$11.25; mixed yearlings \$10.00. Bulks for week: steers \$8.00@10.25; fat light yearlings and heifers \$9.00@9.50; cows, \$4.25@5.25; canners, \$3.15@3.50.

HOGS—Despite moderate receipts the hog market has had limited support from shippers and prices are materially lower on light hogs and underweights with only small change on butcher hogs and packing sows. Pigs are 25@50c lower than last Thursday, light lights 15@25c lower, butcher hogs 5@10c lower.

Bulk offerings 160 lbs. and up \$11.65@11.75, today; 160 lbs. down \$11.75@11.85; with a few pigs around \$12.00; packing sows \$10.25@10.35.

Receipts were about 25 per cent lighter this week than last.

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 Kansas City, Missouri

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Cattle or Hogs

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SHEEP—Fat lambs advanced sharply as the run dropped off this week and native offerings are selling 75c@1.00 higher than week ago. Westerns are 50@75c higher and other classes little changed. Top today was \$15.25, bulk all lambs \$15.00@15.25; fat yearlings \$12.00@12.25; good mutton ewes \$6.00@7.50.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Nov. 11, 1925.

CATTLE—The markets continue to be flooded with cattle that have been on feed but a few weeks to hardly over two months, and they are forcing prices down on all kinds of killer cattle. With 3,500 here for today and a half week total of 13,900, the market today was slow and under 25c lower for the general run of killer steers, steady to weak for she stock, steady for stockers, although very slow for common kinds.

The best steers here today were some 80-day fed yearlings of 900 lbs. average that sold at \$10.00 per cwt.; choice can be quoted up to \$12 and better. Bulk of steers and yearlings were grades to sell from \$8.00 down to around \$6.50.

Bulk of she stock, \$4.50@6.00; very good grass cows at \$5.75.

HOGS—Receipts of hogs at 8,000 proved agreeable to demands of trade and prices were largely 10@15c higher compared with yesterday. Light to medium weight butchers sold up to \$11.30, with bulk of good hogs of all weights, 140 lbs. and up, \$11.15@11.30; mixed grades, \$10.50@11.00; best sows, \$10.60; fair to good sows, \$10.25@10.40.

Pigs, \$10.50@11.50, feeders taking them at the top prices. Total hogs for the half week, 25,000.

SHEEP—Sheep strong with best lambs at \$15.35 and choice ewes at \$8.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

St. Paul, Minn., Nov. 11, 1925.

CATTLE—Trading on the whole in the cattle division this week has reflected a 25c upturn for most killing classes as compared with last week's close, bologna bulls proving the exception and ruling strong to 25c and in spots 50c higher for the period. Veal calves on a rising market have accumulated steady to 50c higher prices than last week's close.

Bulk of the plain quality grass fat and warmed up steers and yearlings have made a clearance at \$6.00@7.25, best load lots to be sold were 21 head of 1,233 lb. steers at \$10.25, others at \$10.00 and down to \$9.00.

Grass fat cows and heifers have commanded the \$3.75@5.75 terms, canners and cutters bulked at \$3.00@3.25 and bologna bulls today realized \$4.25@4.75. Good light vealers at present are selling from \$10.00@10.50.

HOGS—After a spurt at the close of last week hog prices have settled down to the same levels as those of a week ago. On today's session bulk of the desirable 140@180 lb. averages cashed at the top price of \$11.25, with 190@275 lb. averages mostly at \$11.15@11.20.

Packing sows were in scanty supply and sold mostly around \$9.75. Bulk of the pigs went to all interests at \$11.50.

SHEEP—Fat lambs have increased in price virtually without interruption during the past week, a net advance of 75c being recorded. Bulk of the fat natives sold today at the top price of \$15.00, with untrimmed kinds at \$14.00. Heavy lambs were removed at \$12.00, and culls at \$9.50 @10.00.

Fat ewes are unchanged for the week at \$5.00@7.50.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., Nov. 10, 1925.

CATTLE—Cattle receipts for two days this week around 9,500 and bulk of these were steers of the short-fed variety. The market for the period mostly 25c lower.

Most steers sold \$8.50@10.00 with best medium weights \$11.00@11.50, and lighter offerings \$11.50. Kansas grassers sold down to \$7.35.

Butcher stock steady to 25c off, canners and cutters holding steady. Fair to good cows mostly \$4.25@5.60, odd lots up to \$6.75, canners and cutters \$3.00@4.00.

Grass heifers largely \$5.00@6.50, fed kinds up to \$8.75@9.00. Mixed yearlings scarce, a few loads selling \$9.00 down.

Bulls steady, bolognas mostly \$3.50@4.25, butchers up to \$5.00 or better. Calves weak to 50c lower, top veals \$11.50.

HOGS—Hog receipts light, totaling around 5,500 for two days. Market 10@15c higher for the period. Today's top \$11.65 on lightweights and bulk of sales \$11.25@11.50.

Throwout packing sows \$10.25@10.50. **SHEEP**—Sheep receipts only moderate,

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and lamb prices 25c higher. Fed western and range lambs topped at \$15.25, and natives sold \$14.50@15.00.
Fat ewes up to \$8.00, wethers \$9.00 and yearlings \$11.75@12.00.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Nov. 7, 1925, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,750	9,700	13,642
Swift & Co.	6,408	9,100	16,992
Morris & Co.	6,065	8,100	10,521
Wilson & Co.	7,369	9,900	6,897
Anglo Amer. Prov. Co.	905	2,400	.....
G. H. Hammond Co.	4,014	4,400	.....
Libby, McNeill & Libby	4,876	.....	.....
Brennan Packing Co.	6,300 hogs; Miller & Hart, 4,200 hogs; Independent Packing Co., 4,700 hogs; Boyd, Lanham & Co., 4,000 hogs; Western Packing & Provision Co., 9,700 hogs; Roberts & Oake, 4,000 hogs; others, 22,500 hogs.	.....	.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,800	2,205	3,201	1,080
Cudahy Pkg. Co.	5,736	2,009	2,274	3,412
Fowler Pkg. Co.	1,254	5	.....	.....
Morris & Co.	4,917	1,430	788	.....
Swift & Co.	5,945	2,224	3,504	2,451
Wilson & Co.	7,967	1,464	6,833	2,373
Local butchers	711	149	242	15
Total	30,810	10,615	18,063	10,819

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	6,047	8,543	2,003
Cudahy Pkg. Co.	5,078	6,771	4,039
Dold Pkg. Co.	1,180	5,007	.....
Morris & Co.	4,402	3,877	1,385
Swift & Co.	7,086	5,935	2,685
Hoffman Pkg. Co.	74	.....	.....
Mayerowich & Vail	53	.....	.....
Mid-West Pkg. Co.	8	.....	.....
Omaha Pkg. Co.	76	.....	.....
John Roth & Sons	56	.....	.....
Sec. Omaha Pkg. Co.	129	.....	.....
Lincoln Pkg. Co.	363	.....	.....
Shelclair Pkg. Co.	223	.....	.....
Wilson & Co.	120	.....	.....
Kennett-Murray Co.	3,265	.....	.....
J. W. Murphy	3,674	.....	.....
Other hog buyers, Omaha	12,847	.....	.....
Total	24,985	40,919	10,202

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,140	7,044	2,441
Swift & Co.	4,249	9,810	2,736
Morris & Co.	3,691	4,475	2,568
St. Louis Dressed Beef Co.	1,087	.....	.....
Independent Pkg. Co.	1,064	673	58
East Side Pkg. Co.	1,354	3,329	.....
Hell Pkg. Co.	20	1,703	.....
American Pkg. Co.	292	806	52
Krey Packing Co.	176	468	.....
Sartorius Pkg. Co.	12	644	.....
Siehoff Pkg. Co.	23	1,625	12
Butchers	16,949	50,381	1,803
Total	33,096	80,948	9,670

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	4,258	1,098	9,064	7,010
Armour & Company	3,127	370	4,383	1,219
Morris & Company	2,544	821	4,670	1,545
Others	3,572	514	7,928	1,433
Total	13,101	3,403	26,075	11,007

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,093	463	9,244	1,984
Armour & Co.	3,045	387	8,011	2,319
Swift & Co.	1,718	472	4,167	2,648
Sacks Pkg. Co.	103	22	11	.....
Smith Bros.	13	.....	40	.....
Local butchers	119	19	35	.....
Order buyers and packer shipments	697	32	17,598	.....
Total	9,085	1,395	30,081	7,399

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,280	1,297	1,881	180
Wilson & Co.	2,488	1,822	2,164	24
Others	132	.....	130	.....
Total	4,900	2,619	4,175	204

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,790	559	1,085	1,484
Armour & Co.	1,274	51	2,020	389
Blayney-Murphy	479	124	1,373	.....
Others	554	140	391	80
Total	3,906	674	5,000	1,903

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Company	4,905	4,833	21,730	9,361
Hertz & Rifkin	157	105	.....	.....
Katz Packing Co.	1,398	148	.....	.....
Swift & Company	6,657	7,614	35,767	14,034
Cudahy Pkg. Co.	591	878	.....	.....
Others	2,502	80	25,204	2,503
Total	16,080	23,558	85,701	25,798

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,188	1,104	5,188	448
Dold Pkg. Co.	401	36	4,405	.....
Local butchers	147	.....	.....	.....
Total	2,734	1,140	9,593	448

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,205	3,535	21,790	3,074
King & Co.	1,294	822	11,883	724
Armour & Co.	228	31	3,547	24
Indianapolis Abt. Corp.	907	18	561	.....
Hilgemeyer Bros.	.....	.....	945	.....
Brown Bros.	135	21	.....	.....
Bell Pkg. Co.	40	.....	401	.....
Schuster Pkg. Co.	.....	.....	284	.....
Meier Pkg. Co.	15	8	333	.....
Indianapolis Prov. Co.	41	.....	212	14
Riverview Pkg. Co.	8	5	204	.....
Wabrits	7	52	.....	29
Hoosier Abt. Co.	40	.....	.....	.....
Others	702	148	129	179
Total	5,506	4,340	40,385	4,044

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	747	213	3,884	234
Kroger Gro. & Bak. Co.	241	81	4,094	.....
Gus. Juengling & Son	114	113	.....	74
J. & F. Schroth Pkg. Co.	48	.....	2,733	.....
H. H. Meyer Pkg. Co.	48	.....	2,844	.....
J. Hilberg's Sons	125	.....	.....	64
Wm. G. Rehn's Sons	123	58	.....	.....
Peoples Pkg. Co.	129	103	.....	.....
A. Sander Pkg. Co.	8	.....	1,862	.....
Sam Gail	15	.....	.....	487
J. Schlachter's Sons	201	215	.....	142
Total	1,774	783	15,887	1,001

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending November 7, 1925, with comparisons:

CATTLE.

	Week ending Nov. 7.	Prev. week.	Cor. week 1924.
Chicago	36,477	39,080	43,461
Kansas City	30,810	31,643	27,782
Omaha	24,805	22,439	19,796
St. Louis	33,096	35,624	33,261
St. Joseph	13,101	15,844	13,169
Sioux City	9,085	11,018	6,497
Oklahoma City	4,900	4,262	5,888
Indianapolis	5,506	5,790	5,690
Cincinnati	1,774	1,970	1,579
Milwaukee	.....	3,759	4,097
Wichita	.....	2,759	.....
Denver	3,906	5,824	2,720
St. Paul	16,080	16,961	12,703
Total	182,403	187,315	179,392

HOGS.

	Week ending Nov. 7.	Prev. week.	Cor. week 1924.
Chicago	97,600	95,000	112,300
Kansas City	18,063	16,191	24,619
Omaha	40,919	44,525	32,730
St. Louis	80,948	77,796	51,959
St. Joseph	26,075	28,610	31,430
Sioux City	30,081	44,688	29,709
Oklahoma City	4,175	3,822	3,891
Indianapolis	40,385	38,039	47,710
Cincinnati	15,367	12,880	15,386
Milwaukee	16,540	14,407	.....
Wichita	9,593	8,335	8,602
Denver	5,000	5,821	4,015
St. Paul	85,701	82,190	56,474
Total	472,576	474,523	433,232

SHEEP.

	Week ending Nov. 7.	Prev. week.	Cor. week 1924.
Chicago	47,982	40,596	55,124
Kansas City	10,819	14,461	11,535
Omaha	10,202	11,544	18,268
St. Louis	9,670	13,870	7,150
St. Joseph	11,007	11,252	12,385
Sioux City	7,399	8,588	7,020
Oklahoma City	204	85	6
Indianapolis	4,044	6,957	11,113
Cincinnati	1,001	798	1,277
Milwaukee	.....	1,144	884
Wichita	448	437	292
Denver	1,903	3,215	3,695
St. Paul	25,798	18,467	16,350
Total	130,477	231,394	145,090

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Nov. 7, 1925, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,283	7,949	9,301	27,093
New York	1,348	2,561	25,914	4,002
Central Union	3,226	1,122	.....	18,940
Total	8,857	11,532	35,215	50,745

BUFFALO OCTOBER LIVESTOCK.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of October, 1925, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	34,294	25,951	111,494	107,186
Shipments	18,069	19,494	59,815	92,946
Local slaughter	15,045	6,287	51,359	13,940

RECEIPTS AT CENTERS.

SATURDAY, NOVEMBER 7, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	6,000	1,000
Kansas City	800	3,500	500
Omaha	250	7,000	1,000
St. Louis	300	8,500	1,500
St. Joseph	100	1,000	200
Sioux City	800	5,500	100
St. Paul	3,000	2,500	700
Oklahoma City	100	300	.....
Fort Worth	500	100	.....
Milwaukee	100	100	.....
Denver	1,000	100	20,000
Louisville	.....	400	.....
Wichita	100	500	.....
Indianapolis	200	7,000	100
Pittsburgh	100	3,500	500
Cincinnati	200	1,500	100
Buffalo	100	2,000	1,000
Cleveland	300	1,000	1,000
Nashville, Tenn.	.....	300	.....
Toronto	800	200	300

MONDAY, NOVEMBER 9, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	40,000	15,000
Kansas City	20,000	6,000	4,000
Omaha	15,000	9,000	3,500
St. Louis	11,000	17,000	2,500
St. Joseph	4,200	2,000	2,500
Sioux City	7,000	9,000	4,000
St. Paul	13,800	33,000	10,000
Oklahoma City	1,700	1,500	.....
Fort Worth	5,200	2,100	700
Milwaukee	1,200	1,200	200
Denver	12,100	2,300	22,000
Louisville	3,000	1,100	400
Wichita	5,500	1,200	200
Indianapolis	800	4,000	200
Pittsburgh	1,500	7,500	2,700
Cincinnati	2,500	2,000	200
Buffalo	2,500	14,500	4,000
Cleveland	1,200	4,000	3,500
Nashville, Tenn.	400	1,000	.....
Toronto	.....	.....	Holiday.

TUESDAY, NOVEMBER 10, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	36,000	14,000
Kansas City	14,000	7,000	4,000
Omaha	8,500	7,000	2,500
St. Louis	6,000	11,000	1,500
St. Joseph	4,800	4,500	5,000
Sioux City	3,500	7,500	1,500
St. Paul	3,200	15,000	2,500
Oklahoma City	1,600	500	.....
Fort Worth	2,500	300	300
Milwaukee	1,000	4,500	400
Denver	3,500	1,800	8,000
Louisville	200	1,000	200
Wichita	900	700	200
Indianapolis	100	9,000	600
Pittsburg	100	1,000	200
Cincinnati	500	4,000	200
Buffalo	200	1,500	400
Cleveland	200	1,500	1,500
Nashville, Tenn.	100	700	.....
Toronto	8,000	1,500	1,000

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—Three packers sold 8,500 late October and November light Texas steers at the unchanged rate of 14c and in addition 10,500 Colorado steers made the same figure. All killers are well sold out on all descriptions of stock, and feel that the decline has spent itself. Native steers were last sold at 16c; extreme lights are offered at 15½c, buyers talk 15c; Texas and butts, 15c; Colorados, 14c; branded cows, 12½c last paid; moderate interest still noted; market sold out; heavy cows, 15c paid; lights, 14½c; native bulls, 12½c; branded, 9½@10½c for dates and points. Small packers, 14½c.

COUNTRY HIDES.—Easier tendency is noted in all directions in stock of country description. Several cars of outside all weight hides are reported sold at 12½c and this appears to be the best bids of dealer buyers at the moment. Reports of business in buff weights at 11½c are heard, but believed to involve 50 lbs. up stock, some earlier business being reported in such weights at that price. Bids at 11@11½c were named for country heavy cows 60 lbs. up and refused locally, though said to have been accepted in the outside markets. Heavy steers are quiet and entirely nominal around 13c; heavy cows, 11@11½c for business and in some cases as much as 12c still demanded. Export interests are not very keen for material just at the moment. Buff weights rate around 12c for business with asking rates up to 12½c; weights 50 lbs. up, 11½c paid; extremes quoted 14@14½c for business and up to 15c asked; weights 50 lbs. down quoted 14c top and inferior merchandise proportionately less. Branded country hides, 10½@10¾c flat nominal; country packer brands quoted at 12@13½c; bulls, 9½@10c asked and the outside considered a trifle hard to get now; country packer bulls are considered around 12c nominal; buyers talk the market easy; glues, 9@10c.

CALFSKINS.—Quiet and waiting. No new business is reported around the skin markets as yet. In the local city descriptions, business is waiting with more offerings noted at the last sales basis of 21c and tanners declining to express their views. Outside city varieties are quoted 20@21c asked for heavy average first salted lines and the inside is considered the best tanners will do at the moment. Resalted varieties quoted down to 19c and country mixtures around 17@19c for qualities. Deacons are slow and also scarce, being quoted \$1.20@1.30; cities, \$1.35@1.45 asked; slunks, \$1.00 asked. Kipskins are quiet and waiting. Tanners' views are

not over 20c as a rule. Cities 20c asked and buyers talking 19c; countries, 15@17c.

MISCELLANEOUS MARKETS.—Dry hides are quiet at 21@22c nominal. Horse hides are steady; average country lines, \$4.50@5.00 for weights; renderers, \$5.25@5.50. Packer pelts sold at \$2.25@2.50 and material topped \$2.65 for late productions; better wool market is buying the pelt situation. Shearlings, \$1.40@1.65; dry pelts, 28@31c nominal; pickled skins, \$10.00@10.625; some asking more; hog, 20@40c.

New York.

NEW YORK PACKER HIDES.—Further light business is indicated in October native steers at 15½c and a car of Jersey plant production dating back to June made the same level. A car of Kosher bulls are reported sold at 13c. Killers are fairly well sold out on October productions now, but have moved very little of the current productions. Butts last sold at 14½c and Colorados made 13½c for the October take-off. November stock is not grubbed and buyers are inclined to expect some concessions in view of material showing a few grubs. Cows are quiet at 14@14½c; bulls, 12c.

OUTSIDE PACKER HIDES.—Business is quiet in eastern small packer stocks. Buyers decline to pay better than 14c for all weight cows and steers and have purchased moderate sized parcels on this basis. Mid-western killers procured 14½c for all weights, but there are still some good sized unsold holdings, because buyers wish further concessions. Coast packers last sold steers at 14c and cows 12c; buyers are talking easier.

COUNTRY HIDES.—Sentiment continues easy which accounts for some of the inaction, as many tanners decline to bid on a falling market. Most buyers consider mid-western good quality hides ¼@½c lower, but report no purchases at their views. Shippers for the most part have little stock to bother them and are unwilling to talk easier levels until able to replace with cheaper goods. Their views are generally at 15c for straight extremes and 14½c for 50 lbs. down. Buyers' views are usually ½c under these rates. Some choice 25@50's are offered at 14½c and bids of 14c refused. Bids of 14½c for 25@45's refused. Shippers talk strong. Recent sales noted in 25@50 lbs. hides from middle to northern sections at 14c flat and 14½c talked for 25@45's. Weights 15@50's sold up to 14½c flat; weights 15@30's sold 15½c flat. Canadian light stock, 13½@13¾c flat; heavies, 11½c.

CALFSKINS.—Quietness continues the feature of the market. Collectors continue talking \$1.85@2.55@3.40 and buyers insist \$1.75@2.45@3.25 range represents a high plane of values. Outside stock quoted steady at 5@20c discount. Untrimmed domestics, 20@21c asked. Sentiment in all types of skins is weaker. Kipskins, \$3.60 last paid.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Oct. 29, 1925, with comparisons:

BUTCHER STEERS.				
1,000-1,200 lbs.				
	Week ended Nov. 5.	Same week, 1924.	Week ended Oct. 29.	
Toronto	7.65	\$ 6.50	\$ 7.85	
Montreal (W)	7.40	8.00	7.50	
Montreal (E)	7.40	8.00	7.50	
Winnipeg	6.00	5.25	6.50	
Calgary	5.75	5.00	5.25	
Edmonton	5.50	4.50	5.50	
VEAL CALVES.				
Toronto	12.00	12.00	12.50	
Montreal (W)	10.00	10.00	11.00	
Montreal (E)	10.00	10.00	11.00	
Winnipeg	6.50	6.00	6.50	
Calgary	5.00	4.50	5.00	
Edmonton	5.25	4.50	5.00	
SELECT BACON HOGS.				
Toronto	12.88	10.96	13.16	
Montreal (W)	12.50	10.25	12.00	
Montreal (E)	12.50	10.25	12.00	
Winnipeg	11.66	9.46	12.27	
Calgary	11.93	8.80	12.37	
Edmonton	11.30	9.35	12.10	
GOOD LAMBS.				
Toronto	13.25	12.50	13.00	
Montreal (W)	12.00	11.00	11.85	
Montreal (E)	12.00	11.00	11.85	
Winnipeg	11.25	10.25	11.25	
Calgary	12.00	11.50	11.00	
Edmonton	12.00	12.00	12.25	

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending November 14, 1925, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending Nov. 14, '25.	Week ending Nov. 7, '25.	Cor. week 1924.
Spread native steers	17½@18c	@18n	18½@19c
Heavy native steers	@16½c	@16½c	@17½c
Heavy Texas steers	@15c	@15½c	@16½c
Heavy butt branded steers	@15c	@15½c	@16½c
Heavy Colorado steers	@14c	@14½c	@15½c
Ex-Light Texas steers	@12½c	@12½c	@13c
Branded cows	@12½c	@12½c	@12½c
Heavy native cows	@15c	@16½c	@16c
Light native cows	@14½c	@15c	@15½c
Native bulls	@12½c	@12½c	@12½c
Branded bulls	@9½c	@9½c	@9½c
Calfskins	22½@23c	22½@23c	24 @25c
Kips	@20½c	@20½c	@19c
Kips, over t.	@18c	@18c	@17c
Kips, branded	@16c	@16c	@15c
Slunks, regular	\$1.05	\$1.05	1.25@1.30
Slunks, hairless	50 @55c	50 @55c	50 @55c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.
*These prices represent last paid. No more offered at these prices. Market considered ¼c to 1c higher.

CITY AND SMALL PACKERS.			
	Week ending Nov. 14, '25.	Week ending Nov. 7, '25.	Cor. week 1924.
Natives, all weights	@14½c	@15c	@16c
Bulls, native	@12½c	@12½c	@12c
Br. str. hds.	@12½c	@12½c	@12½c
Calfskins	@18½c	@18½c	@22½c
Kip	@16½c	@16c	@18½c
Slunks, regular	@1.00	@1.00	@1.30
Slunks, hairless	@40c	@40c	25 @40c

COUNTRY HIDES.			
	Week ending Nov. 14, '25.	Week ending Nov. 7, '25.	Cor. week 1924.
Heavy steers	12 @12½c	12½ @13c	13 @13½c
Heavy cows	11 @11½c	11½ @12½c	11½ @12½c
Butts	11½ @12c	12½ @13c	11½ @12½c
Extremes	14 @14½c	14 @14½c	14 @15c
Bulls	9 @9½c	9 @9½c	9 @9½c
Branded hides	@10c	@10c	10½ @11c
Calfskins	15 @16c	15 @16c	16½ @17c
Kip	14 @15c	14 @15c	14 @14½c
Light calf	\$1.00@1.10	\$1.00@1.10	\$1.25@1.30
Deacons	\$1.00@1.05	\$1.00@1.05	\$1.00@1.20
Slunks, regular	\$0.90@1.00	\$0.90@1.00	\$1.15@1.25
Slunks, hairless	\$0.30@0.40	\$0.30@0.40	\$0.30@0.40
Horsehides	\$4.50@5.00	\$4.50@5.00	\$4.75@5.25
Hogskins	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30

SHEEPSKINS.			
	Week ending Nov. 14, '25.	Week ending Nov. 7, '25.	Cor. week 1924.
Large packers	\$2.25@2.50	\$1.90@2.00	\$3.00@3.10
Small packers	\$2.00@2.25	\$1.80@1.90	\$3.00@3.10
Pkrs. shearings	\$1.40@1.65	\$1.25@1.65	@1.35
Dry pelts	\$0.28@0.31	\$0.26@0.28	\$0.33@0.35

Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of September, 1925, with comparisons, based upon reports received from 4,412 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

	Stocks on Hand or in Transit		Stocks Disposed	
	Sept., 1925	Aug., 1925	Sept., 1924	Sept., 1925
Cattle, total hides	3,562,543	3,640,356	3,774,758	1,525,952
Domestic—packer hides	2,401,235	2,379,973	2,420,287	948,877
Domestic—other than packer hides	935,326	1,028,990	1,094,323	452,219
Foreign (not including foreign-tanned) hides	225,982	231,398	260,166	124,856
Buffalo hides	48,453	49,590	15,569	1,802
Cattle and kip, foreign-tanned hides and skins	9,875	10,854	19,128	1,833
Calf and kip skins	4,247,685	4,130,677	3,340,228	877,275
Horse, colt, ass and mule:				
Hides	69,889	82,448	62,316	41,261
Fronts, whole	57,108	47,160	31,491	1,539
Butts, whole	151,398	164,639	86,706	20,875
Shanks	73,564	57,948	10,892	8,869
Goat and kid skins	9,838,896	10,164,616	8,017,868	2,073,905
Cabretta skins	770,804	838,350	508,941	56,777
Sheep and lamb skins	8,100,022	7,950,213	7,282,818	2,188,998
Skivers and fleshers, dozens	121,037	116,507	148,359	40,595
Kangaroo and wallaby skins	115,116	149,060	174,939	
Deer and elk skins	309,794	303,122	412,774	70,637
Pig and hog skins	24,118	22,427	23,300	6,148
Pig and hog strips, pounds	370,295	503,214	389,513	29,737

ICE AND REFRIGERATION

ICE NOTES.

Col. R. E. Steele, 330 Asheboro street, Greensboro, N. C., and others are reported to be interested in establishing a cold storage plant in that city. It is expected to spend around \$100,000.

Church Point Ice, Power and Light Company, Church Point, La., plans to erect a 5-ton capacity ice plant.

It is reported that the Illinois Central Railroad will build an ice storage plant at Coulterville, Ill.

Mound City Cold Storage Company has begun construction on its new plant at 3019 North Ninth street, St. Louis, Mo.,

at a cost estimated at around \$40,000.

Prentice Warehouse Company, Cashmere, Wash., is increasing its cold storage capacity.

The newly-incorporated Hughes Ice & Gin Company, Hughes, Tex., plans to erect a 15-ton ice plant there.

Amarillo Warehouse, Storage & Ice Company has been incorporated in Amarillo, Tex., with a capital stock of \$152,000 by O. F. Clinke, J. C. Vance and J. G. Short.

Northern Cold Storage Company has begun construction of its new plant in Green Bay, Wis., at a cost of \$60,000.

HICKORY SMOKING SAWDUST.

The Sawdust Sales Company, Philadelphia, Pa., have extended their service to such an extent that they can now give prompt and efficient delivery of hickory smoking sawdust in any quantity at any point east of the Mississippi River.

For many years they have been supplying packers with smoking sawdust, and are now marketing a product which they are sure will produce better results. Warehouses are located at several advantageous points in the East, and they can ship promptly any quantity, whether it be a ton or a carload.

Sawdust for smoking is either packed in bags or bulk, as the customer desires.

They are also in a position to furnish a special grade of pine sawdust for floor or cooler use. The main office and principal plant is located at 19th and Clearfield streets, Philadelphia, Pa. Shipments of hickory smoking sawdust are made from several points in Pennsylvania, New York, New England, the Southern states, Ohio and Indiana. Delivered prices in any quantity to any point will be furnished on inquiry.

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

Novoid Corkboard Insulation

Made of specially selected, clean, dry cork granules. Compressed and baked in double width molds, split and finished full standard 12"x36"—no "green centers" possible. Write for literature and sample; also literature and sample of Novoid Cork Covering, companion of Novoid Corkboard.

Cork Import Corp., 345 West 40th St., New York City



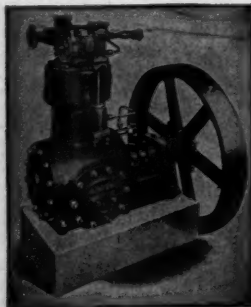
It Can't Forget to Close Itself STEVENSON'S "Door That Cannot Stand Open"

Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air.

Bulletin No. 48, FREE, shows how it saves its cost in a single month.

Stevenson Cold Storage Door Co.

1511 West Fourth St. Chester, Penna.



Built in capacities of
from 1 to 25 Tons



Arctic Horizontal Ammonia
Compressor

Write This Down

The Arctic Junior satisfies

Meat Packers
Meat Dealers
Sausage Makers
Provisioners

It will satisfy YOU!

Let Us Hear from You

The
Arctic Ice Machine Co.
Canton, Ohio

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending November 7, 1925, with comparisons:

	Week ending Nov. 7.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	2,625	2,798	3,006
Cows, carcasses	922	918	795
Bulls, carcasses	201	287	279
Veals, carcasses	2,230	1,801	2,198
Lambs, carcasses	6,962	7,043	9,734
Mutton, carcasses	1,104	1,204	707
Pork, lbs.	253,377	314,171	454,627
Local slaughters:			
Cattle	2,100	1,707	2,208
Calves	2,173	2,355	2,367
Hogs	23,137	19,626	18,520
Sheep	5,737	5,673	5,611

BOSTON MEAT SUPPLIES.

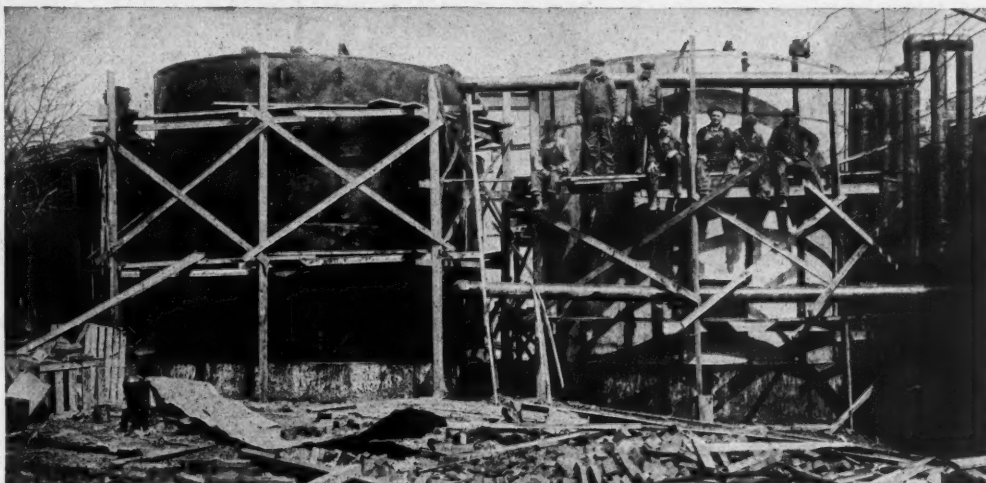
Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending November 7, 1925, with comparisons:

	Week ending Nov. 7.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	1,900	2,248	1,990
Cows, carcasses	2,508	2,527	2,508
Bulls, carcasses	38	58	38
Veals, carcasses	1,729	1,679	1,729
Lambs, carcasses	13,157	14,541	13,157
Mutton, carcasses	649	558	649
Pork, lbs.	283,641	437,189	283,641
Local slaughters:			
Cattle	2,700	2,782	2,700
Calves	2,066	1,824	2,066
Hogs	13,368	9,650	13,368
Sheep	8,132	7,375	8,132

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Nov. 7, 1925, with comparisons, as follows:

	Week ending Nov. 7.	Prev. week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	7,885½	9,623¼	7,297
Cows, carcasses	962	1,227	1,083
Bulls, carcasses	103	145	261
Veals, carcasses	11,714	14,515	10,201
Hogs and pigs	15,883	20,900	19,718
Lambs, carcasses	4,570	4,570	1,520
Mutton, carcasses	5,033	278,595	82,107
Beef cuts, lbs.	208,927	1,156,318	940,141
Pork cuts	713,890		
Local slaughters:			
Cattle	9,221	9,255	11,313
Calves	13,615	14,817	12,831
Hogs	69,576	58,722	56,034
Sheep	55,895	50,134	51,780



Crescent Corkboard Insulation in progress of erection on tanks belonging to the Pennsylvania Refining Company, Karns City, Pa.

Yes, We Insulate Tanks

It is important that this kind of insulating be done properly and that the cork is permanently protected against moisture so that there will be no loss of heat through conduction.

For the tanks illustrated Crescent (100% Pure) Corkboard was furnished throughout and was completely installed by our erecting force. There are six tanks altogether, four of them 16 ft. in diameter by 14 ft. high and two 6 ft. in diameter by 5 ft. and 8 ft. high respectively.

They were insulated with three layers of two (2") inch Crescent Corkboard and then finished with asphalt, roofing paper, asphaltic paint, Portland Cement Plaster, canvas and iron bands.

Many contracts like these are being awarded to us.—The reason is obvious.

Whatever your insulating problems they can be safely placed in our hands. We will be glad to figure and quote on your requirements.

United Cork Companies of N.Y.

SELLING OFFICES

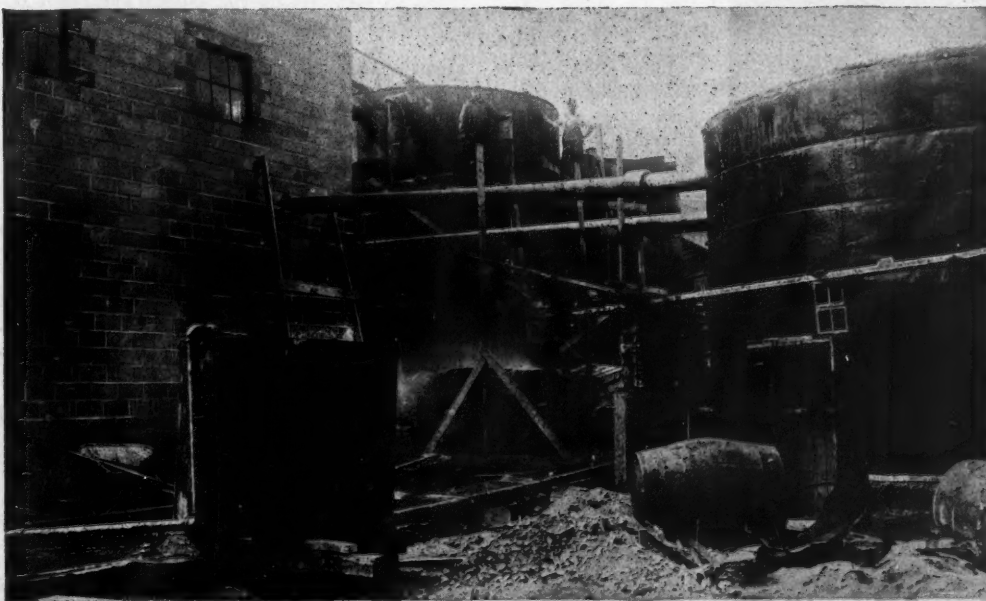
New York: 50 Church St.
 Chicago 1151 Eddy St.
 Philadelphia 1042 Ridge Ave.
 Baltimore 503 Munsey Bldg.
 Boston 45 Commercial Wharf
 Cleveland 1200 W. 9th St.
 Pittsburgh 1331 Penn Ave.
 Cincinnati Terminal Warehouse Bldg.

PLANT

Lyndhurst, N. J.

AGENCIES

Seattle Asbestos Factory,
 Seattle, Wash.
 General Equipment Co.,
 Charlotte, N. C.
 Federal Asbestos Co.,
 Milwaukee, Wis.
 The Brecht Co.,
 St. Louis



Another view of the tanks at the Pennsylvania Refining Company while in the process of being insulated with Crescent Corkboard by our erecting force.



FRESH dressed Western meats, delivered practically overnight to cities hundreds of miles distant—a service made possible largely thru YORK MECHANICAL REFRIGERATION.

The YORK furnishes and maintains a constant dry cold in refrigerators and counters. Spoilage cannot exist, trim is eliminated and prestige is built for your market.

The YORK is a profitable investment—investigate it.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

BORIC ACID

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

PACIFIC COAST BORAX COMPANY

Chicago

100 William St.
NEW YORK

Wilmington, Calif.

MATHIESON Chemicals

Anhydrous Ammonia
Aqua Ammonia
Caustic Soda
Soda Ash
Liquid Chlorine
Bleaching Powder

The MATHIESON ALKALI WORKS Inc.
750 PARK AVE. NEW YORK CITY

PHILADELPHIA CHICAGO CHASLOTTE

Deal Direct with The Manufacturer

"BOSS" MACHINERY IN NEW PLANT.

John J. Dupps, Sr., Vice-President of The Cincinnati Butchers' Supply Co., returned last week from St. Louis where he attended the opening of the Bettendorf Packing Company's new plant. With a few exceptions this plant is equipped throughout with "Boss" machines for hog and beef killing, sausage making, lard and offal rendering.

National Packers' Supply Co., the St. Louis representatives of the "Boss" firm, installed the equipment.

A. C. Wicke Mfg. Co.

Cold Storage Installations

of Every Description

Special attention given to cork and cement refrigerators
Reliable Butcher Fixtures and Supplies

NEW YORK CITY

Sale Rooms:
807 East 42nd St.
Vanderbilt 8676

Main Office and Factory:
406 East 102nd St.
Atwater 0880

Bronx Branch:
774 Brook Ave.
Melrose 7444



*A commercial product of highest quality.
Manufactured especially for the refrigeration trade.*

Booklet on Alkalinity—Ammonia Leaks
—Corrosion and Complete Refrigeration Table on request.

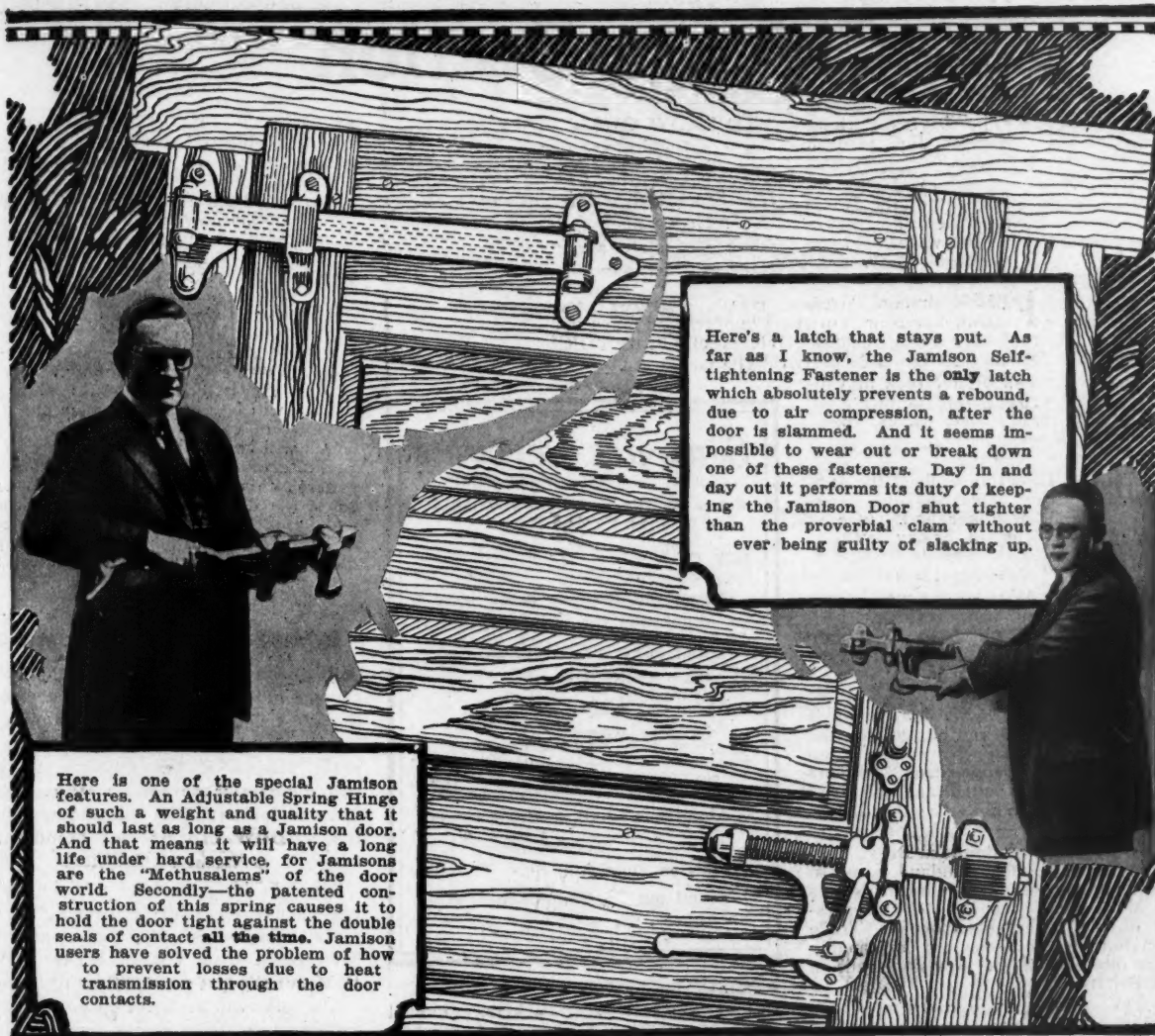
Stocks in principal Commercial Centers

THE DOW CHEMICAL COMPANY
Midland Michigan
NEW YORK SAINT LOUIS

JUNE TAKES FLOW METER.

The Robert June Engineering Management Organization of Detroit has acquired control of the Electric Flow Meter Co. at Kansas City, Mo., formerly the Hyperbo-Electric Flow Meter Co. of Chicago, and will henceforth operate the business under its own management, with executive offices at 8835 Linwood Ave., Detroit, Mich. Robert June becomes president of the Company; J. M. Naiman, formerly general manager, becomes vice president, consulting and chief engineer, with Major W. W. Burden of the Robert June Organization as treasurer.

What are the formulas for various canned soups? How are they prepared and processed? Ask the BLUE BOOK, the "Packer's Encyclopedia."



Here's a latch that stays put. As far as I know, the Jamison Self-tightening Fastener is the **only** latch which absolutely prevents a rebound, due to air compression, after the door is slammed. And it seems impossible to wear out or break down one of these fasteners. Day in and day out it performs its duty of keeping the Jamison Door shut tighter than the proverbial clam without ever being guilty of slacking up.

Here is one of the special Jamison features. An Adjustable Spring Hinge of such a weight and quality that it should last as long as a Jamison door. And that means it will have a long life under hard service, for Jamisons are the "Methusalems" of the door world. Secondly—the patented construction of this spring causes it to hold the door tight against the double seals of contact **all the time**. Jamison users have solved the problem of how to prevent losses due to heat transmission through the door contacts.

of all Cold Storage Doors Sold ~ More than Half are Jamisons.

The above statement refers not only to America but to every other continent. Owners of refrigerating plants on the other side of the world could find plenty of cold storage door manufacturers nearer their plants—but they prefer to buy them from Jamison.

The reason for this popularity lies in the fact that Jamison doors possess features not found in any other doors, such as:—Double seals between door and frame where other doors have but one. Automatic Self-tightening fastener that gets tighter with age. Adjustable Spring Hinges that extend over half

the width of the door. Three times the material weight found in the hinges and fasteners of other makes. All hardware bolted in place, not screwed.

Is it any wonder that the "big five" packers and other users of Jamison doors always specify more Jamison doors when additions to their plants are under construction?

Send For Catalog

It will help you solve some of your problems and may save you considerable money through preventing loss of refrigeration. Sent free on request.



Jamison Doors
Jamison Cold Storage Door Company
Hagerstown, Maryland, U. S. A.

Chicago Section

Ernest Urwitz, of the Dryfus Packing & Provision Co., Lafayette, Ind., made a trip to the city this week.

P. A. Jacobson, president of the Interstate Packing Co., Winona, Minn., was a Chicago visitor late in the week.

J. S. Hoffman, president of the J. S. Hoffman Company, is spending a few days in the East visiting his New York office.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 42,013 cattle, 8,862 calves, 78,461 hogs and 33,791 sheep.

The Hofco Fellowship Club of the J. S. Hoffman Company defied the old superstition and held a dinner and dance at the Rainbo Gardens on Friday evening, November 13.

Gustav F. C. Witt, of the well-known European provision firm of Gustav J. J. Witt & Company, Antwerp, Rotterdam and Hamburg, was in Chicago this week in the course of an American trip.

Prices resulted on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, November 7, on shipments sold out, ranged from 7.00 cents to 22.00 cents per pound and averaged 11.98 cents per pound.

W. A. Gillespie, of Bamford Bros., Ltd., Liverpool and London, England, came to Chicago this week on a short business trip. Mr. Gillespie has been elected president of the Liverpool Provision Trade Association, which looks out so capably for the interests of the provision trade in Great Britain.

Provision shipments from Chicago for the week ending Nov. 7, 1925, with comparisons, are officially reported as follows:

	Last week.	Prev. week.	Cor. week.
	1924.		1925.
Cured meats, lb....	18,996,000	13,944,000	17,473,000
Fresh meats, lbs....	42,274,000	37,931,000	44,122,000
Lard, lbs.	7,457,000	7,294,000	10,739,000

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Install-
ations, Investigations
1114 Marquette Bldg. CHICAGO

H. P. Henschien R. J. McLaren
HENSCHIE & McLAREN
Architects
1637 Prairie Ave. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION

Fred J. Anders Chas. H. Reimers
ANDERS & REIMERS
ARCHITECTS
ENGINEERS
214 Erie Bldg. Packing House
Cleveland, O. Specialists

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing, etc. You Profit by Our 25 Years' Ex-
perience. Lower Construction Cost. Higher
efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

TO SHOW QUALITY IN MEATS.

A "Quality in Meats" exhibit is to be conducted at the coming International Live Stock Exposition at Chicago by the U. S. Department of Agriculture and a number of state agricultural experiment stations, it was announced by the National Live Stock and Meat Board this week. The International will be held Nov. 28 to Dec. 5 at Chicago.

The fact that these agencies are to con-

tribute displays, together with the Institute of American Meat Packers, is looked upon as assuring perhaps the greatest educational showing of meats ever presented. The exhibit, housed in the "Meat Shop," is sponsored by the National Board with the Institute co-operating. It was a feature of the Exposition last year. The Division of Animal Husbandry of

the U. S. Department of Agriculture and the following state agricultural experiment stations will take part: Nebraska, Missouri, Illinois, North Dakota, Iowa, Arkansas, Kansas, and Indiana. Their displays will show graphically the results of various feeds, management, and breeding on the meat animal, and many other points of interest and value to the live-stock producer. These displays will occupy mammoth coolers specially built for the occasion by the United Cork Companies and refrigerated by the York Manufacturing Co. During the latter part of the show the coolers will be given over to an extensive showing of carcasses and wholesale cuts which will be installed by members of the Institute of American Meat Packers. In general, this display is planned so as to show the different grades of beef, pork, and lamb, the meat resulting from each, and the benefits to be derived by the producer from the higher type of meat animal.

MORE MEAT TALKS BY RADIO.

Beginning November 16, the Meat Council of Chicago has been requested by the Westinghouse Electric & Manufacturing company, owners and operators of radio station KYW, Chicago, to give two radio talks on meat weekly. These talks of approximately ten minutes' duration will be broadcast each Monday and Friday morning at 11:15 o'clock.

The two day-time talks at a time when most housewives will be listening in, will replace the once-weekly talk which has been given from station KYW at 9:15 P. M. for the last six months.

The talks will be delivered in the future, as they have been in the past, by John C. Cutting, secretary of the Chicago council. Large posters announcing the new radio schedule have been distributed to Chicago retail dealers, in order that the attention of their customers may be invited.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
By Roy L. Smith.

WE DON'T NEED TO TALK—

- About our honesty if we have a reputation for fair dealing.
- About our prices if the people get their money's worth.
- About our competitors unless they have us worried.
- About our troubles unless we want to multiply them.
- About our humility if it is sincere.
- About our Americanism if it is above suspicion.
- About our broadmindedness if we are on the level.

Packing House Products

Oldest Brokers in Our Line

The Davidson Commission Co.
Tallow Grease Provisions Oils
Tankage Bones Cracklings Hog Hair
Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones Postal Telegraph Building
All Working CHICAGO, ILL.

George F. Pine Walter L. Munnecke
Pine & Munnecke Co.
Packing House & Cold Storage
Construction; Cork Insulation &
Overhead Track Work.
510 Murphy Bldg. Detroit, Mich. 155 Congress Street

SKEWERS

HARDWOOD MAPLE
Manufactured by
New England Wood Products Co.
New York Office, 2025 Broadway

Stadler, Levine & Cravin
Architectural & Mechanical Engineers
Packing Plants—Refrigeration
Plans and Supervision
29 Broadway NEW YORK

C. W. RILEY, Jr.
BROKER
2100 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

REGIONAL COMMITTEE
APPOINTED.

(Continued from page 22.)

H. L. Osman, director of the Department of Purchasing Practice, discussed purchasing activities briefly, pointing out the savings possible to all members by making use of the Institute's purchasing facilities.

Following these talks, the Committee discussed the advisability of holding central and regional meetings monthly, but after consideration decided to start by holding meetings in Chicago on the first Friday of every second month, beginning with December.

The organization of the Regional Committee and schedule for central and local meetings, as approved by the Committee, was announced by President Mayer as follows:

Chairman ex-officio, President of the Institute. Members ex-officio, members of the Executive Committee. Members by appointment, chairmen of the different regions, listed here:

REGION	TERRITORY	CHAIRMAN
Boston	New England	F. S. Snyder
Buffalo	N. Y. state north and west of and including Kingston; also Erie, Penn.	J. Paul Dold
New York City	N. Y. south of Kingston and N. J. north of Trenton	A. T. Rohe
Philadelphia	Penn. east of and including Harrisburg and Williamsport; N. J. south of and including Trenton, and all of Del.	J. J. Felin
Baltimore	Maryland, Dist. of Col. and Va.	Howard R. Smith
Pittsburgh	Penn. west of Harrisburg and Williamsport, and West Va.	George L. Franklin
Southeastern	No. and So. Car., Ga., Fla., Ala., Miss. and La.	W. H. White, Jr.
Tennessee	Tennessee	Henry Neuhoof
Kentucky	Kentucky	K. M. Zach
Cincinnati	Ohio south of and including Columbus	Elmore M. Schroth
Cleveland	Ohio north of Columbus	S. T. Nash
Indiana	Indiana	To be appt'd
Chicago	Illinois north of Springfield	J. A. Hawkinson
Michigan	Michigan	T. E. Tower
Wisconsin	Wisconsin	To be appt'd
Twin Cities	Minn. north of Albert Lea and Austin	Myron McMillan
So. Minnesota	Minn. south of and including Albert Lea and Austin	Jay C. Hormel
Iowa	Iowa	John W. Rath
St. Louis	Ill. south of and incl. Springfield, Ill., and Mo. east of Springfield, Mo., and Sedalia	F. A. Hunter
Omaha	No. and So. Dakota and Nebraska	William Dising
Kansas City	Kan. east of Wichita, and Mo. west of and including Springfield and Sedalia	To be appt'd
Middle Southwestern	Ark., Okla. and Kan. west of and including Wichita	R. T. Keefe
Southwestern	Texas, Arizona, New Mexico	R. E. Paine
So. California	South California, including Fresno	T. P. Breslin
No. California	Calif. north of Fresno; Utah and Nevada	C. J. Hooper
Pacific North-western	Washington, Oregon and Idaho	B. C. Darnall
Colo.-Wyo.-Mont.	Colorado, Wyoming and Montana	G. H. Nuckolls

Schedule of Meetings.

The monthly meetings of the Regional Committee, including all chairmen, will be held at Institute headquarters, Chicago, on the first Friday of December, February, April, June, August and September.

The monthly meetings of local regions are scheduled as follows:

CIRCUIT NUMBER I.

Michigan, at Detroit, first Monday following the first Friday of alternate months; T. E. Tower, chairman.

Buffalo, at Buffalo, first Tuesday following the first Friday of alternate months; J. Paul Dold, chairman.

Cleveland, at Cleveland, first Wednesday, etc.; S. T. Nash, chairman.

Cincinnati, at Cincinnati, first Thursday,

etc.; Elmore M. Schroth, chairman.

St. Louis, at St. Louis, second Friday, etc.; F. A. Hunter, chairman.

CIRCUIT NUMBER II.

Pittsburgh, at Pittsburgh, first Monday, etc.; George L. Franklin, chairman.

Philadelphia, at Philadelphia, first Tuesday, etc.; J. J. Felin, chairman.

Baltimore, at Baltimore, first Wednesday, etc.; Howard R. Smith, chairman.

New York City, at New York City, first Thursday, etc.; A. T. Rohe, chairman.

Boston, at Boston, second Friday, etc.; F. S. Snyder, chairman.

CIRCUIT NUMBER III.

Iowa-So. Minnesota (joint meetings), at a city in Iowa or Southern Minnesota, first Monday following the first Friday of alternate months; Jay C. Hormel and John W. Rath, chairmen.

Omaha, at Omaha, first Tuesday, etc.; William Dising, chairman.

Twin Cities, at St. Paul, first Wednesday, etc.; Myron McMillan, chairman.

Wisconsin, at Milwaukee, first Thursday, etc.

CIRCUIT NUMBER IV.

Indiana, at Indianapolis, first Monday following the first Friday of alternate months.

Kentucky, at Louisville, first Tuesday, etc.; K. M. Zach, chairman.

Tennessee, at Nashville, first Wednesday, etc.; Henry Neuhoof, chairman.

Southeastern, at Atlanta, second Friday, etc.; W. H. White, Jr., chairman.

SEMI-ANNUAL MEETINGS.

Middle Southwestern, May; R. T. Keefe, chairman.

Southwestern, May; R. E. Paine, chairman.

Southern California, May; T. P. Breslin, chairman.

Northern California-Utah-Nevada, May; C. J. Hooper, chairman.

Washington-Oregon-Idaho, May; B. C. Darnall, chairman.

Colorado-Wyoming-Montana, May; G. H. Nuckolls, chairman.

Good Business

A Corner Conducted by John W. Hall.

Good Faith.

We of this day and age—this era of shifting sands and rapid changes—are prone to be a skeptical crew. We are inclined, on hearing any statement from anyone's lips, to subconsciously discount it and to say down in our innermost mind, "Well, that sounds plausible and it may be so, but —."

There's the rub—that little word "but."

There exists an old saying, still in use to a certain extent, which is made to indicate a man's veracity and good faith. It is, "His word is as good as his bond."

What a high recommendation! Is there any finer compliment that can be paid to any man? "His word is as good as his bond." There is no higher mark to aim for, no more glorious goal to be attained, than in becoming deserving of that saying.

And once gained we surely should treasure the precious possession, because it's something that money cannot buy. And unlike material belongings, once lost it is lost irrevocably.

The man who has the faith of his friends and who carelessly tosses it away, who gambles recklessly with it, is to be pitied for his short sightedness and utter folly. Let it never be said of any of us—"There was a time when his word was as good as his bond, but —."

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 2.....	30,970	5,827	51,561	27,010
Tues., Nov. 3.....	13,795	3,288	30,295	11,170
Wed., Nov. 4.....	12,885	2,832	12,887	11,287
Thurs., Nov. 5.....	9,884	8,845	24,234	11,558
Fri., Nov. 6.....	2,757	938	25,581	5,080
Sat., Nov. 7.....	1,499	238	5,691	1,086
Total last week.....	71,543	15,968	150,349	69,815
Previous week.....	70,341	15,328	142,525	66,856
Year ago.....	74,208	13,990	174,255	78,809
2 years ago.....	70,147	14,076	217,635	76,590

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 2.....	6,081	338	17,461	2,518
Tues., Nov. 3.....	4,431	20	11,663	4,294
Wed., Nov. 4.....	6,059	351	5,085	4,440
Thurs., Nov. 5.....	4,734	285	10,694	4,048
Fri., Nov. 6.....	3,199	148	5,007	1,007
Sat., Nov. 7.....	398	...	2,118	1,001
Total last week.....	24,992	1,142	55,479	21,308
Previous week.....	26,769	1,170	52,994	23,477
Year ago.....	22,601	1,401	72,000	20,856
2 years ago.....	23,390	1,104	38,414	25,483

Receipts at Chicago Stock Yards thus far this year to November 7, with comparative totals:

	1925.	1924.
Cattle.....	2,518,059	2,626,928
Calves.....	737,050	680,707
Hogs.....	6,627,863	8,118,074
Sheep.....	3,426,944	3,541,210

Combined weekly hog receipts at eleven markets for week ending November 7, with comparisons:

	Week.	Year to date.
Week ending November 7.....	564,000	25,352,000
Previous week.....	555,000	24,836,000
1924.....	568,000	31,012,000
1923.....	582,000	31,002,000
1922.....	599,000	24,236,000

Combined receipts at seven markets for the week ending November 7, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Nov. 7.....	284,000	455,000	181,000
Previous week.....	309,000	453,000	186,000
1924.....	235,000	434,000	175,000
1923.....	273,000	641,000	196,000
1922.....	270,000	452,000	218,000

Combined receipts at seven points for 1925 to November 7, 1925, with comparisons:

	*Cattle.	Hogs.	Sheep.
1925.....	9,424,000	21,414,000	9,071,000
1924.....	9,422,000	25,384,000	9,485,000
1923.....	9,721,000	26,220,000	9,625,000
1922.....	9,385,000	19,361,000	8,772,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number received	Weight— lbs.	Prices— Top Average.
*This week.....	150,700	241	\$12.00 \$11.10
Previous week.....	142,525	244	11.75 10.75
1924.....	174,225	234	10.25 9.30
1923.....	217,685	236	7.05 7.05
1922.....	165,382	230	8.75 8.30
1921.....	180,643	224	7.85 7.15
1920.....	157,708	225	14.20 13.00
Av. 1920-1924.....	179,100	230	\$ 9.75 \$ 8.95

*Receipts and average weights for week ending Nov. 7, 1925, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending Nov. 7.....	\$10.45	\$11.10	\$ 7.75	\$15.05
Previous week.....	10.70	10.75	7.40	15.15
1924.....	10.00	9.30	6.40	13.75
1923.....	9.65	7.05	6.75	12.65
1922.....	10.10	8.30	7.10	13.95
1921.....	7.50	7.15	4.10	8.55
1920.....	12.10	13.00	6.30	12.00
Av. 1920-1924.....	\$ 9.85	\$ 8.95	\$ 6.15	\$12.25

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Nov. 7.....	46,000	94,800	49,100
Previous week.....	52,551	86,531	48,479
1924.....	51,892	102,355	57,951
1923.....	47,761	184,221	51,107
1922.....	42,187	137,181	50,311

*Saturday, Nov. 7, estimated.

Chicago packers' hog slaughters for the week ending Nov. 7, 1925:

	Week.
Armour & Co.....	9,700
Anglo-American.....	2,400
Swift & Co.....	9,100
Hammond Co.....	4,400
Morris & Co.....	6,100
Wilson & Co.....	9,900
Boyd-Latham.....	4,600
Western Packing Co.....	9,700
Roberts & Oaks.....	4,000
Miller & Hart.....	4,200
Independent Packing Co.....	4,700
Brennan Packing Co.....	6,300
Agar Packing Co.....	1,800
Others.....	20,700
Total.....	97,000
Previous week.....	95,000
Year ago.....	112,800
1923.....	137,300
1922.....	142,300

(For Chicago livestock prices see page 38.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
November 12, 1925.

Green Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@18 3/4
10-12 lbs. avg.	.....	@18 1/2
12-14 lbs. avg.	.....	@17 3/4
14-16 lbs. avg.	.....	@17 1/2
16-18 lbs. avg.	.....	@17
18-20 lbs. avg.	.....	@16 1/2
Skinned Hams—		
14-16 lbs. avg.	.....	@18 1/2
16-18 lbs. avg.	.....	@18 1/4
18-20 lbs. avg.	.....	@18
20-22 lbs. avg.	.....	@17 3/4
22-24 lbs. avg.	.....	@17 1/2
24-26 lbs. avg.	.....	@17
26-30 lbs. avg.	.....	@16 1/2
Picnics—		
4-6 lbs. avg.	.....	@16 1/2
6-8 lbs. avg.	.....	@16
8-10 lbs. avg.	.....	@15 3/4
10-12 lbs. avg.	.....	@15 1/2
12-14 lbs. avg.	.....	@15
Bellies—(square cut and seedless)		
6-8 lbs. avg.	.....	@23
8-10 lbs. avg.	.....	@22 1/2
10-12 lbs. avg.	.....	@22
12-14 lbs. avg.	.....	@21 1/2
14-16 lbs. avg.	.....	@21

Pickled Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@23 1/2
10-12 lbs. avg.	.....	@23
12-14 lbs. avg.	.....	@22 1/2
14-16 lbs. avg.	.....	@22
16-18 lbs. avg.	.....	@21 1/2
18-20 lbs. avg.	.....	@21
Smoking Hams—(house run)		
16-18 lbs. avg.	.....	@21 1/2
18-20 lbs. avg.	.....	@21
20-22 lbs. avg.	.....	@20 1/2
Skinned Hams—		
14-16 lbs. avg.	.....	@21 1/2
16-18 lbs. avg.	.....	@21
18-20 lbs. avg.	.....	@20 1/2
20-22 lbs. avg.	.....	@20
22-24 lbs. avg.	.....	@19 1/2
24-26 lbs. avg.	.....	@19
26-30 lbs. avg.	.....	@18 1/2
Picnics—		
4-6 lbs. avg.	.....	@17 1/2
6-8 lbs. avg.	.....	@17
8-10 lbs. avg.	.....	@16 1/2
10-12 lbs. avg.	.....	@16
12-14 lbs. avg.	.....	@15 1/2
Bellies—(square cut and seedless)		
6-8 lbs. avg.	.....	@25 1/2
8-10 lbs. avg.	.....	@25
10-12 lbs. avg.	.....	@24 1/2
12-14 lbs. avg.	.....	@24
14-16 lbs. avg.	.....	@23 1/2

Dry Salt Meats.

Extra short clears, 35/45	.....	@14
Extra short ribs, 35/45	.....	@14
Regular plates, 6-8	.....	@12 1/2
Clear plates, 4-7	.....	@12 1/2
Jowl butts	.....	@13 1/2
Fat Backs—		
8-10 lbs. avg.	.....	@12 1/2
10-12 lbs. avg.	.....	@12
12-14 lbs. avg.	.....	@11 1/2
14-16 lbs. avg.	.....	@11
16-18 lbs. avg.	.....	@10 1/2
18-20 lbs. avg.	.....	@10
20-25 lbs. avg.	.....	@9 1/2
Clear Bellies—		
14-16 lbs. avg.	.....	@17
16-18 lbs. avg.	.....	@16 1/2
18-20 lbs. avg.	.....	@16
20-25 lbs. avg.	.....	@15 1/2
25-30 lbs. avg.	.....	@15
30-35 lbs. avg.	.....	@14 1/2
35-40 lbs. avg.	.....	@14
40-50 lbs. avg.	.....	@13 1/2

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, NOVEMBER 7, 1925.

	Open.	High.	Low.	Close.
LARD—				
Nov.	15.10	15.15	15.10	15.10
Jan.	14.15	14.15	14.05	14.10
May	13.95	13.95	13.92 1/2	13.92 1/2
CLEAR BELLIES—				
Nov. ....	.....	.....	.....	14.95
SHORT RIBS—				
Jan. ....	.....	.....	.....	14.15

MONDAY, NOVEMBER 9, 1925.

	Open.	High.	Low.	Close.
LARD—				
Nov.	15.27 1/2	15.30	15.22 1/2	15.22 1/2 ax
Dec.	14.45	14.50	14.35	14.35
Jan.	14.17 1/2	14.30	14.17 1/2	14.17 1/2 ax
Mar.	13.90	14.00	13.90	13.92 1/2-95
May	13.95	14.10	13.95	14.00 ax
CLEAR BELLIES—				
Nov.	15.00	15.00	15.00	15.00 ax
SHORT RIBS—				
Jan.	14.37 1/2	14.37 1/2	14.30	14.30 ax
May	14.37 1/2	14.37 1/2	14.30	14.30 ax

TUESDAY, NOVEMBER 10, 1925.

	Open.	High.	Low.	Close.
LARD—				
Nov.	15.12 1/2	15.20	15.12 1/2	15.17 1/2
Dec.	14.35	14.37 1/2	14.32 1/2	14.35
Jan.	14.10	14.20	14.02 1/2	14.15 ax
Mar.	13.90	13.97 1/2	13.90	13.90 ax
May	13.90	13.97 1/2	13.90	13.95 ax
CLEAR BELLIES—				
Nov.	15.00	15.00	15.00	15.00 ax
SHORT RIBS—				
Jan.	14.15	14.15	14.00	14.00
May	14.15	14.15	14.00	14.00

WEDNESDAY, NOVEMBER 11, 1925.

Holiday—No market.

THURSDAY, NOVEMBER 12, 1925.

	Open.	High.	Low.	Close.
LARD—				
Nov.	15.27 1/2	15.62 1/2	15.27 1/2	15.62 1/2
Dec.	14.50-57 1/2	14.77 1/2	14.50	14.75
Jan.	14.20	14.45	14.20	14.42 1/2 ax
Mar.	14.17 1/2	14.17 1/2	14.15	14.15
May	14.00	14.22 1/2-25	14.00	14.22 1/2 ax
CLEAR BELLIES—				
Nov.	15.00	15.37 1/2	15.00	15.37 1/2 b
SHORT RIBS—				
Jan.	14.50	14.50	14.50	14.50
May	14.50	14.50	14.50	14.00 b

FRIDAY, NOVEMBER 13, 1925.

	Open.	High.	Low.	Close.
LARD—				
Nov.	15.65-90	15.80	15.65	15.80
Dec.	14.85-92 1/2	15.00	14.85	14.90
Jan.	14.50	14.55	14.40	14.42 1/2-45 ax
Mar.	14.25	14.25	14.15	14.15 ax
May	14.27 1/2-22 1/2	14.27 1/2-30	14.17 1/2	14.17 1/2
SHORT RIBS—				
Jan.	14.20	14.20	14.20	14.20
May	14.20	14.20	14.20	14.20
CLEAR BELLIES—				
Nov.	15.75	16.00	15.75	16.00 b

LARD IN CZECHOSLOVAKIA.

Dutch and Hungarian lard is expected to displace much of the American product in Czechoslovakia, according to C. A. Winans, American Consul General at Prague.

A shortage in that market during the first half of 1925 made possible the sale of much American lard at good prices. The cheaper Dutch article, however, and to some extent, the Hungarian, are expected to largely displace the American lard, at lowered prices.

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, November 12, 1925, with comparisons, were as follows:

	Week ending Nov. 12.	Prev. week.	Cor. week, 1924.
Armour & Co.	10,133	7,409	17,308
Anglo-Amer. Prov. Co.	5,960	1,850	12,498
Swift & Co.	9,431	7,094	20,568
C. H. Hammond Co.	6,678	2,276	10,593
Morris & Co.	6,661	4,377	19,397
Wilson & Co.	9,338	7,832	15,779
Boyd-Lunham Co.	4,125	4,524	7,552
Western Pkg. & Prov. Co.	9,000	8,160	10,200
Roberts & Onke.	5,280	3,544	6,478
Miller & Hart.	4,510	3,426	7,684
Independent Packing Co.	4,748	5,214	8,944
Brennan Packing Co.	6,870	6,515	6,836
Agar Packing Co.	2,000	1,700	900
Total	87,749	64,940	144,832

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	35	25	12
Rib roast, light end.	45	30	20
Chuck roast.	28	20	14
Steaks, round.	50	40	20
Steaks, sirloin, first cut.	50	35	25
Steaks, porterhouse.	65	40	35
Steaks, flank.	28	25	18
Beef stew, chuck.	20	15	12 1/2
Corned briskets, boneless.	24	22	18
Corned plates.	16	12	10
Corned rumps, boneless.	25	22	18

Lamb.

	Good.	Comm.
Hindquarters.	45	21
Legs.	50	28
Stews.	12 1/2	10
Chops, shoulder.	24	10
Chops, rib and loin.	60	..

Mutton.

Legs.	24	..
Stew.	10	..
Shoulders.	16	..
Chops, rib and loin.	30	..

Pork.

Loins, whole, 8@10 avg.	30	@32
Loins, whole, 10@12 avg.	28	@30
Loins, whole, 12@14 avg.	25	@27
Loins, whole, 14 and over.	23	@25
Shoulders.	22	@22
Butts.	22	@22
Spareribs.	22	@22
Hocks.	22	@22
Leaf lard, unrendered.	22	@22

Veal.

Hindquarters.	25	@25
Forequarters.	15	@22
Legs.	22	@22
Breasts.	12	@18
Shoulders.	12	@24
Outlets.	25	@25
Rib and loin chops.	25	@40

Butchers' Offal.

Suet.	@ 6
Shop fat.	@ 8
Bones, per 100 lbs.	@ 60
Offal skins.	@ 19
Kips.	@ 15
Deacons.	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6%	6%
Crystals.	8	7%
Double refined nitrate of soda, f. o. b.	3%	3%
N. Y. & S. F., carloads.	3%	3%
Less than carloads, granulated.	4%	4%
Crystals.	5%	5%
Kegs, 100@180 lbs., 1c more. ....	..	..
Boric acid, in carloads, powdered, in bbls. 9	8%	8%
Crystal to powdered, in bbls., in 5-ton lots or more.	9%	9%
In bbls. in less than 5-ton lots.	9%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago, bulk.	\$ 7.40	
Medium, car lots, per ton, f.o.b. Chicago, bulk.	8.10	
Rock, car lots, per ton, f.o.b. Chicago.	7.30	
Sugar—		
Raw sugar, 96 basis.	@4.02	
Second sugar, 90 basis.	None available	
Syrup, testing 63 to 65 combined sucrose and invert.	@0.31	
Standard granulated f.o.b. refiners (2%).	@5.20	
Plantation granulated f.o.b. New Orleans (less 2%).	@5.00	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

Retail Section

Naming the Meat Market

Retailer Can Cash In on Name If He Chooses Wisely

The question of naming his meat market is one that gets very little attention from the average retailer.

"Why be so particular about choosing a name?" he says. "What difference does the name make, anyway? What my customers want is quality and service."

That is all very true, but just the same a well-chosen name can do a lot to attract and hold trade.

A customer will be more apt to remember a shop if it has a distinctive name. And names of that sort lend themselves readily to advertising.

There are many types of names that can be chosen for a meat market. Some are built around business policies, others are founded on location, still others on nationality, and so on.

Each kind of name has its advantages, and should be considered by the retailer who wants the best kind of a name for his market.

The following article, written for THE NATIONAL PROVISIONER by a man who has made a study of the subject, will give the retailer some good ideas that will be of value to him in selecting a name for his business.

The Value of a Name

By John T. Bartlett.

"What's in a name?" asks Shakespeare in one of his plays.

To the retail meat dealer that is an important question, for the name a market bears can be made to carry a real advertising value. Often a good, well-chosen name will set one shop apart from the rest and will bring it increased trade and recognized leadership.

Meat market names chosen especially for their advertising value are numerous. And the ideas expressed are many, also.

Names that Mean Something.

Most every idea connected with quality, service, ethics, on which meat market business success is built is found in a business name. At Denver, for example, is the Tice Quality Market—announcing to the world the purpose of the management in respect to quality.

A great many Denver consumers believe the best meat comes from the middle west—so we find the Iowa Meat Market. There will always be markets basing their appeal for patronage on price, and so we find at Denver, also, the Cut Rate Market. The Blue Star Meat Market is an entirely different sort of name.

Geographical Names.

Geographical names for some reason are very numerous in the Denver trade. We find the Broadway Market located at 97 Broadway. There is also the Denver Re-

tail Market, the Frisco Meat Market, the Ohio Provision Company, the Ogden Market—on South Ogden Street—Midwest Meat Market, London Market, Silver State Market, University Park Market, Washington Park Market, York Market, etc.

Oregon, too, has meat markets with "different" names. One of these—undoubtedly inspired by location—is Top-O-The-Hill Market. There is also the Maple Leaf Market and the White Clover Market. Eureka Market is the name of another business.

An unusual name is one used by a shop in Baltimore, Md., which features smoked meats. It is called the Smoke Shop.

The public associates a hustling, thriving business with good efficient service in meat. The average consumer reasons that if a store does a big business, there must be a reason—the satisfaction of consumers. So at Seattle, Wash., is the Bee Hive Market.

Personal Names for Shops.

Another meat market name at Seattle is based on the name of the proprietors. This is the George and Mike Market. At Seattle also is the Tillikum Market.

The fact that a great many markets use straight advertising names does not prove they are necessarily better than those using surnames of the proprietor. Quite a little, indeed, can be said in behalf of the surname business titles carried by many retail meat businesses.

The surname business title has the power of winning confidence. In a way of

speaking, the owner of the business, when he puts his own name above it, tells the world he is proud of his enterprise and accepts full responsibility for it. This undoubtedly counts with some consumers.

There are some who feel that an advertising business name conceals ownership and responsibility. They are made suspicious.

Titles Based on Proprietor's Name.

Another point cited on behalf of surname titles is that they work well with a small business largely built on the individuality of the proprietor. The proprietor gets personally acquainted with a great many people, and a business name recognized as belonging to him may be an advantage.

On the other hand, a surname title conveys no selling suggestions at all. It says nothing about the quality or service of the goods of a meat market, and there are a great many in the trade who believe a name should do this.

Another advantage of the advertising name is that it facilitates changes in ownership. If John Jones has conducted a successful meat market under his own name, and Bill Smith buys him out, it is very embarrassing to Bill to be continually addressed as "Mr. Jones."

Still, mindful of the standing the old meat market name has with the public he hesitates for some time to change it. This situation does not arise with an advertising name, which is entirely silent on the point of ownership and management.

There is, of course, nothing to prevent a meat market having a name incorporating both a surname and an advertising idea. The name of the Oklahoma Meat Market can be changed to the Johnson Oklahoma Meat Market.

Types of Market Names.

If the meat market man decides he would rather have an advertising name, of course, there is still to be decided just what type of name is best for him. There is rather a large group of types of meat market advertising names. The principal ones are briefly described below:

1. Names suggestive of business policies, and such as "Square Deal," "Golden Rule," etc.
2. Names advertising street, town, nearby landmark, etc.
3. Names of a very personal nature, like "Joe's Market."
4. Names in accord with the appearance of the shop, such as "Red Front," "Checkered Front," etc.
5. Names related to credit methods. The most common of these, of course, is, "Cash." Not so frequently, but occasionally, "Credit," is used in the same way.
6. Names connected with service, such as, "Speed," "Fast Service."

Names Indicating Leadership.

7. General descriptive names of leadership. Among such names we find, "Leader," "Eureka," "Wonder," "Big Ten."

Retail Bookkeeping

How do you keep books, Mr. Retail Meat Dealer?

You can't run a successful meat shop today without good book-keeping any more than you can without scales!

Roy C. Lindquist's articles on book-keeping for retailers, which ran serially in THE NATIONAL PROVISIONER, have been reprinted in handy eight-page size. They are the best things ever written on this subject.

Subscribers may have a copy free. To others they are 25c each.

Fill out and return the following coupon, with a 2c stamp:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me a copy of "Bookkeeping for Retail Meat Shops," by Roy C. Lindquist.

Name

Street

City

Price, 25c. Subscribers, 2c stamp.

8. Names indicating nationality such as, "American," "Scandinavian," "Irish," and so on.

9. Names of states used for meat markets.

10. Names constituting a combination of ideas. It is perfectly feasible for a meat dealer to adopt a name which contains his surname plus some descriptive idea, either of service, quality, price or leadership. The objection to such names, of course, is that they are long and bulky.

11. Transitional names. Often a new owner comes into possession of a meat market bearing a surname. His name is Jones, the business name is Jacobs. He wishes to change the business title, but hesitates to do so. His solution is to adopt a combined name, such as Jones-Jacobs.

12. Sometimes meat dealers instead of using such words as, "Market," "Shop," "Company," and so on, use such name as "The Wiles Way," or "System," of some special business method followed.

Avoid "Freak" Names.

13. The past five or ten years there have come into use, imitating names used by businesses of many years ago, curious titles such as, "The Sign of the Lion," "The Green Dragon," and so on. Such names are individual, novel, and possessing distinction of a sort. There are circumstances in which they can be used effectively. Mostly, however, business men quite properly keep away from them.

A meat dealer can name his shop, but when all is said and done, it is the public which determines just what the place is called. The public habitually shortens names, and the meat dealer who considers this fact when deciding on a name is wise. This does not mean that the proprietor should adopt a name which cannot, or will not, be abbreviated by the public.

In advertising, a name which indicates the kind of service sold is very desirable—even though customers in mentioning the shop's name never include the commodities.

A shop name should be easy, convenient and distinctive. The public will like it better, and it will perform its duty better.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

BAKED FLANK STEAK.

Flank steak is always in demand, and if properly prepared makes a delicious and tasty meat dish. Here is an excellent way to prepare flank steak, from the recipe booklet, "Meat, and How I Cook It," issued by the National Live Stock and Meat Board.

Remove the membranes from a 2-lb. flank steak, and trim. Grease a small baking pan, in which the steak will fit without too much room to spare, and lay the meat into it. Chop very fine, 2 sweet green peppers, $\frac{1}{2}$ Spanish onion, a few sprigs of parsley, and add to these 2 cups sifted canned tomatoes. Pour all over the steak, cover the pan and bake for $\frac{3}{4}$ hour in a moderate oven.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Circulation In Ice Box

Anxious to keep down the moisture in his ice box, a retailer asks about the practice of leaving corned beef barrels stand uncovered in his cooler. He writes:

Editor The National Provisioner:

Please advise if uncovered corned beef barrels filled with brine will cause an excess amount of moisture in a meat cooler.

If your cooler is so designed that a vigorous air circulation is set up and maintained, then the brine-filled barrels of corned beef will have no appreciable effect upon the moisture content.

If the air circulation is not strong in your cooler, you will have an excess amount of moisture, whether the brine barrels are present or not.

LOCAL AND PERSONAL.

A new meat market and grocery has been opened in Lewisburg, Ohio, by C. E. Hilleary.

Carl F. Richards has opened a new meat market in North Manchester, Ind.

Frank Finley has sold his meat market and grocery in McConnellsville, Ohio, to I. H. Shilling.

A new meat market has been opened in Cayuga, Ohio, by George Smith.

Charles Eckert has sold his interest in the Eckert-Schauberger Meat Market in Tell City, Ind., to Claude Smith.

A new meat market has been opened in Serbia, Ind., by Carl E. Richards.

Isaac Paul has added a meat department to his grocery in Tipton, Ind.

Olaf Viken has sold his meat market in Alva, Okla., to Ren DeGeer.

A new meat market has been opened at 2062 Center street, Boston, Mass., by T. P. Doherty and J. J. Hennessey.

Casanova & Maidl have sold their Peoples Meat Market in Fairfax, Minn., to Frank Simons.

A new meat market has been opened in Sidney, Nebr., by John Green and F. H. Stevens.

Henry Henkles has leased his meat market in Glencoe, Minn., to Theo. Roen.

Charles and Jake Ness have sold their meat market in No. Judson, Ind., to Max Hardtke and Bruno Kauffman.

A new meat market has been opened at 640 Maine street, Quincy, Ill., by Richard J. Connery and Al Koch.

The Rosecrans Cash Meat Market in Oberlin, Ohio, has been sold to John M. Palmer and O. F. Mischnick.

Rudolph Reinhardt has sold his meat market in Lewistown, Ill., to B. F. Berkley.

M. B. Persing has sold his meat market and grocery in Kane, Pa., to Glen L. Fessenden.

Rumsey Lowry has purchased the meat department of the Martha Washington Store, Visalia, Cal.

Fred Black has disposed of his butcher shop in Augusta, Mich., to Al Machim.

Alfred Hladek is about to engage in the meat business in Wakeeney, Kas.

K. Pangratz and Jack Terney have purchased the meat business of B. C. Baird, Port Angeles, Wash.

R. G. Bernard has purchased the Star Meat Market in Goldendale, Wash., from A. J. Symes.

R. C. Lowman has opened a meat market at 13 Boston street, Seattle, Wash.

Billy's Meat Market has been opened in Colville, Wash.

Butchers: Are Your and Your Working Men's Fingers Worth \$12.50?



This GUNDLACH MEAT CHOPPER GUARD makes it absolutely impossible for your fingers to get caught. Made to fit any chopper. Price \$12.50. Order today! Don't wait till tomorrow!

Gundlach Meat Chopper Guard

110 Hudson St. New York
Salesmen, jobbers and agents wanted in all parts of the U. S. A.

L. M. Kitley has opened a meat market in Moscow, Ida.

R. K. McComb and G. P. Hensley have purchased the meat and grocery business of C. B. Janke, Twin Falls, Ida.

The Standard Meat Co. has opened a chain meat market at Callaway, Neb.

L. E. Feis has taken over the meat business of Frank Brabec, Elm Creek, Neb.

John D. Heppner has engaged in the meat and grocery business in Mountain Lake, Minn.

A. I. Marteney has purchased the meat and grocery business of Boyed & Son, Pawnee City, Neb.

Arnold Bros. have sold their meat business in Centerville, S. D., to E. S. Kremer and Wm. Gotz.

Fred Stillwell has engaged in the meat business on Lake street, Ilwaco, Wash.

Theo. H. Larson has engaged in the meat business at 1160 Union Ave., N., Portland, Ore., as Piedmont Market.

Morgan Presley and Joe Parker have engaged in the meat and fish business in Crane, Ore.

The meat market of J. Fassell in Amboy, Wash., has been destroyed by fire.

A. G. Ross has succeeded to the meat business of Ross & Ford, Monroe, Wash.

The Standard Meat Co. has been incorporated in Alliance, Neb., with a capital stock of \$6,000.

Clarence Davis is about to engage in the meat business in Franklin, Neb.

S. C. Ruggles has purchased the meat and grocery business of G. C. & A. Davis, Gilbert, Ariz.

M. F. Cambra has purchased the meat department of the Santa Rosa Market, Santa Rosa, Cal.

Walter Harris has purchased the Washington Market, Lincoln and Chenault streets, Aberdeen, Wash.

New York Section

Among the Master Butchers

Due to the fact that the regular meeting night of Ye Olde New York Branch, New York State Association, National Retail Meat Dealers Association, fell on Election Day, the meeting was postponed until Thursday of last week. As the Interbranch Ball Committee was holding a meeting the same evening and there were quite a few speakers, routine matters were dispensed with as far as possible.

Fat Situation Discussed.

The discussion on the fat situation was postponed on account of the illness of the renderer who was to talk on that subject.

However, Aaron Roth, president of the Hudson County Fat Melting Association, was present and reported on the activities of his association, which were very favorable.

In this connection President George Kramer spoke of the 100 per cent pure product produced by converting fat in the machine of the Perfection Shortening Machine Corporation, formerly known as the B. B. machine. Its desirability as a table butter so far as food value was concerned was brought out, and the good margin of profit which could be made was also shown. A sample of the prod-

uct, which had been converted on June 13th and kept in a room without refrigeration since that date, did not have any trace of rancidity. Mr. Kramer said the manufacturers had spent \$20,000, in perfecting this machine so it would produce a butter fat 100 per cent pure, at the same time doing away with the old trouble of cleaning filters.

The new machine is now on a production basis and is proving satisfactory. Instead of cleaning the filters, as formerly, they are now thrown away as soon as the run is finished, and this drawback of trouble with filters has been entirely eliminated. The opinion was expressed that the machine would bring about a material change in the whole fat industry, and the retail dealers could utilize a product on which they say they have been losing much money in the past.

Packers Talk to Retailers.

Charles W. Myers of the public relations department of Armour and Company was the next speaker. His subject was "What do the People Want?" He touched on the necessity of every butcher being a specialist in his own game, as the keen competition required a man to know his business thoroughly. He dwelt on the necessity of courtesy, service and personality in

handling one's customers. Mr. Myers advised the members to read their trade paper, in order that they might be well-informed on modern methods. He touched on the subject of the delicatessen stores working in on the butchers, and on the advisability of handling "ready-to-serve" meats. He also spoke about the 1926 convention of the National Retail Meat Dealers Association at Seattle, and made a strong plea for a large attendance.

G. R. Gibbons, manager of Armour and Company's house at No. 54 Tenth Avenue was the next speaker. Mr. Gibbons has been broadcasting from Station WEAF "talks to housewives." He said it was surprising to note the number of requests received following these talks for pamphlets on the various ways of preparing meats. In this connection he stated that every butcher should study modern formulas for cooking the various cuts and be able to give out such information frequently. A few years ago, said Mr. Gibbons, there were six ways to prepare a ham, while today there are ninety, and other cuts in proportion. The tendency today is to buy small quantities, because they seem to tire of it, whereas if the housewife knew how to prepare left-overs in an appetizing manner larger consumption might be encouraged.

State President Fred Hirsch was called upon, but due to a very heavy cold, he only made a few remarks.

Reports on the various drives ended the meeting.

Washington Heights Branch.

Matters of great importance to the butchers of that section, and especially to the members of Washington Heights Branch, New York State Association, National Retail Meat Dealers, were discussed at the meeting on Tuesday evening of this week. State President Fred Hirsch and Gus Backes of the Bronx Branch, and Messrs. Moe Loeb and L. Goldstein of Ye Olde New York Branch were visitors. A copy of the book which is the outcome of the investigations made by Roy C. Lindquist of the Bureau of Business Research, Northwestern University School of Commerce, some few months ago was on exhibition. This book contains such valuable information that a motion was made by past president Charles Hembdt for a certain amount of money to be donated by the Branch to secure a quantity for resale to the members at ten cents a copy. Plans for the Interbranch Ball were formulated and other regular business transacted.

Preparing for the Ball.

All the branches in Greater New York were well represented at the meeting of the Interbranch Ball Committee on Thursday evening of last week. From the reports the outlook for a successful journal is very satisfactory. Proposals for entertainment at the ball are being considered by the committee, which has planned on having a very high-class performance.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, November 12, 1925, as follows:


Fresh Beef—	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. wt., 700 lbs. up):				
Choice	\$20.00@22.00	\$19.00@21.00	\$18.00@20.00	.....
Good	16.00@20.00	15.00@19.00	14.50@18.00	.....
STEERS (Lt. and med. wt., 700 lbs. down):				
Choice	19.00@22.00	.....	18.00@21.00	20.00@23.00
Good	15.00@19.00	.....	14.50@18.00	15.00@19.00
STEERS (All weights):				
Medium	11.00@14.00	12.00@15.00	11.00@14.00	11.00@15.00
Common	9.00@11.00	10.00@12.00	10.00@11.00	9.00@11.00
COWS:				
Good	10.00@12.00	10.00@11.00	10.50@12.50	11.50@12.50
Medium	8.00@10.00	8.00@10.00	9.50@10.50	10.00@11.00
Common	7.00@ 8.00	7.00@ 8.00	7.50@ 8.50	8.00@10.00
Fresh Veal (1):				
VEALERS:				
Choice	17.00@18.00	.....	18.00@20.00	18.00@19.00
Good	15.00@17.00	16.00@18.00	15.00@18.00	16.00@17.00
Medium	13.00@15.00	13.00@16.00	13.00@15.00	14.00@15.00
Common	11.00@14.00	10.00@13.00	11.00@13.00	11.00@13.00
CALF CARCASSES (2):				
Choice	.....	.....	13.00@14.50	13.00@14.00
Good	12.00@14.00	11.00@13.00	11.50@13.00	12.00@13.00
Medium	10.00@12.00	9.00@11.00	10.50@11.50	11.00@12.00
Common	9.00@10.00	8.00@ 9.00	9.50@10.50	8.00@10.00
Fresh Lamb and Mutton:				
LAMB (Lt. and hvy. wt., 30-42 lbs.):				
Choice	29.00@30.00	29.00@30.00	28.00@30.00	30.00@31.00
Good	27.00@29.00	28.00@29.00	27.00@28.00	28.00@29.00
LAMB (Med. and hvy wt., 42-55 lbs.):				
Choice	.....	27.00@28.00	26.00@28.00	25.00@27.00
Good	.....	26.00@27.00	24.00@26.00	24.00@26.00
LAMB (All weights):				
Medium	25.00@27.00	25.00@27.00	23.00@25.00	25.00@26.00
Common	20.00@24.00	23.00@25.00	21.00@23.00	20.00@24.00
MUTTON (Ewes):				
Good	13.00@15.00	15.00@17.00	15.50@17.00	16.00@17.00
Medium	11.00@13.00	13.00@15.00	14.50@15.50	15.00@16.00
Common	9.00@11.00	10.00@12.00	11.00@14.00	12.00@14.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	23.00@25.00	28.00@30.00	27.00@29.00	25.00@27.00
10-12 lb. av.	22.00@24.00	26.00@28.00	26.00@28.00	23.00@25.00
12-15 lb. av.	21.00@22.50	26.00@28.00	24.00@26.00	22.00@24.00
15-18 lb. av.	19.00@20.00	24.00@26.00	23.00@25.00	20.50@22.00
18-22 lb. av.	18.00@19.00	22.00@24.00	23.00@24.00	.....
SHOULDER: N. Y. style: Skinned.	17.00@18.00	.....	19.00@21.00	19.00@20.00
PICNICS:				
4-6 lb. av.	15.00@16.50	18.00@19.00	.....	19.00@20.00
6-8 lb. av.	.....	17.50@18.50	17.00@19.00	17.00@18.00
BUTTS: Boston Style.	20.00@22.00	.....	24.00@26.00	22.00@24.00
SPARE RIBS: Half Sheets.	18.00@20.00	.....	.....	.....
TRIMMINGS:				
Regular	15.00@16.00	.....	.....	.....
Lean	17.50@18.50	.....	.....	.....


(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

DICK'S STEELS

CANNOT BE IMITATED

When you buy "DICK'S" Steels be sure that the GUARANTEE  F.DICK trade mark is stamped on every steel.

The "DICK'S" Steel is made by a special process and cannot be imitated by any other manufacturer. Unless the steel bears the  F.DICK trade mark it is not a genuine "DICK'S" Steel.

Albert Jordan Co.

20-26 West 22nd St.

NEW YORK

*Sole distributors in the United States and Canada for
PAUL F. DICK, Esslingen, a. N., Germany*

NEW YORK NEWS NOTES.

W. C. Buethe, treasurer Wilson & Company, Chicago, was in New York for a few days this week.

William Scheck, advertising department, Swift & Company, Chicago, was in New York during the week.

Charles W. Myers, head of the public relations department of Armour and Company, Chicago, was in New York last week.

A. C. Schuëren, vice-president and general manager of the Vaughan Company, Chicago, was in the city this week, doing business under full head of steam, as usual. The "Jim Vaughan" exhibit at the National Hotel Show attracted wide attention.

Dr. Arthur Lowenstein and Dr. L. M. Tolman of the United Chemical & Organic Products Company, Chicago, were in New York.

C. W. Baldwin of the transportation department of Swift & Company's London office is returning home on the S.S. Aquitania, sailing from New York on November 14th.

The razing of the four story structure on the northeast side of the George Kern, Inc., property at 11th avenue and 40th street, New York City, has begun. This puts the plant building on the southern portion of the property in full view from the north. The gradual completion of the plant indicates that it will not only be a fine packing plant but also a beautifully constructed building.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium.....	\$11.00@11.20
Cows, canners and cutters.....	1.50@ 2.50
Bulls, bologna.....	4.50@ 5.50

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	@16.00
Calves, veal, fair to good.....	14.00@15.50
Calves, veal, culls, per 100 lbs.....	8.00@10.00

LIVE SHEEP AND LAMBS.

Lambs, prime, per 100 lbs.....	@16.00
Lambs, fair to good, per 100 lbs.....	15.00@15.75
Sheep.....	2.00@ 7.50

LIVE HOGS.

Hogs, heavy.....	12.25@12.35
Hogs, medium.....	12.35@12.50
Hogs, 160 lbs.....	12.35@12.50
Hogs, 140 lbs.....	12.40@12.60
Pigs, under 80 pounds.....	12.60@12.75
Roughs.....	10.00@10.25

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	.21 @23
Choice, native, light.....	.22 @24
Native, common to fair.....	.16 @20

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	.20 @22
Native choice yearlings, 400@600 lbs.....	.21 @23
Western steers, 600@800 lbs.....	.15 @17
Texas steers, 400@600 lbs.....	.11 @13
Good to choice heifers.....	.20 @21
Good to choice cows.....	.11 @12
Common to fair cows.....	.8 @10
Fresh bologna bulls.....	.8 @ 9

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	.32 @33	.30 @34
No. 2 ribs.....	.26 @28	.25 @29
No. 3 ribs.....	.14 @16	.13 @14
No. 1 loins.....	.35 @38	.34 @37
No. 2 loins.....	.28 @30	.27 @29
No. 1 hinds and ribs.....	.31 @32	.26 @30
No. 2 hinds and ribs.....	.25 @27	.19 @25
No. 3 hinds and ribs.....	.19 @22	.14 @18
No. 1 rounds.....	.20 @21	.17 @18
No. 2 rounds.....	.16 @18	.15 @16
No. 3 rounds.....	.11 @13	.10 @14
No. 1 cheeks.....	.18 @19	.16 @18
No. 2 cheeks.....	.12 @13	.11 @12
No. 3 cheeks.....	.8 @ 9	.7 @ 8
Bolognas.....	.6 @ 7	.5 @ 6
Balls, reg., 6@8 lbs. avg.....	.23 @25	.22 @24
Balls, reg., 4@6 lbs. avg.....	.17 @18	.16 @17
Tenderloins, 4@5 lbs. avg.....	.00 @00	.00 @00
Tenderloins, 6@8 lbs. avg.....	.00 @00	.00 @00
Shoulder clods.....	.10 @11	.09 @10

DRESSED CALVES.

Prime.....	.23 @24
Choice.....	.20 @22
Good.....	.18 @20
Medium.....	.15 @18

DRESSED HOGS.

Hogs, heavy.....	@18%
Hogs, 180 lbs.....	@19
Hogs, 160 lbs.....	@19½
Pigs, 80 lbs.....	@20½
Pigs, under 140 lbs.....	@19½

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	.29 @30
Lambs, poor grade.....	.24 @26
Sheep, choice.....	.18 @20
Sheep, medium to good.....	.14 @16
Sheep, culls.....	.12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	.26½ @27½
Hams, 10@12 lbs. avg.....	.26 @27
Hams, 12@14 lbs. avg.....	.25½ @26
Picnics, 4@6 lbs. avg.....	.21 @22
Picnics, 6@8 lbs. avg.....	.18½ @20
Rollettes, 6@8 lbs. avg.....	.20 @21
Beef tongue, light.....	.26 @28
Beef tongue, heavy.....	.30 @32
Bacon, boneless, Western.....	.34 @35
Bacon, boneless, city.....	.29 @30
Pickled bellies, 10@12 lbs. avg.....	.24 @25

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.....	.28 @29
Pork tenderloins, fresh.....	.40 @45
Pork tenderloins, frozen.....	.30 @35
Shoulders, city, 10@12 lbs. avg.....	.20 @21
Shoulders, Western, 10@12 lbs. avg.....	.20 @21
Butts, boneless, Western.....	.27 @28
Butts, regular, Western.....	.25 @26
Hams, city, fresh, 8@10 lbs. avg.....	.24 @25
Hams, Western, fresh, 10@12 lbs. avg.....	.24 @25
Picnic hams, Western, fresh, 6@8 lbs. avg.....	.18 @19
Pork trimmings, extra lean.....	.22 @24
Pork trimmings, regular 50% lean.....	.19 @20
Spare ribs, fresh.....	.20 @21
Leaf lard, raw.....	.17 @18

BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	@ 75.00
Black hoofs, per ton.....	45.00@ 50.00
Striped hoofs, per ton.....	40.00@ 50.00
White hoofs, per ton.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@100.00
Horns, avg. 7½ oz. and over, No. 1a.....	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2a.....	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3a.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@30c a pound
Fresh steer tongues, L. C. trim'd.....	@40c a pound
Sweetbreads, beef.....	@65 a pound
Sweetbreads, veal.....	1.00 a pair
Beef kidneys.....	@16c a pound
Mutton kidneys.....	@ 8c each
Livers, beef.....	@23c a pound
Oxtails.....	@17c a pound
Hearts, beef.....	@10c a pound
Beef hanging tenders.....	@20c a pound
Lamb fries.....	@10c a pair

BUTCHERS' FAT.

Shop fat.....	@ 3½
Breast fat.....	@ 5
Edible suet.....	@ 7
Cond. suet.....	@ 6
Bones.....	@20

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	33½	36½
Pepper, Sing., black.....	24½	27½
Pepper, Cayenne.....	12	18
Pepper, red.....		22
Allspice.....	12½	15½
Cinnamon.....	14	17
Coriander.....	6	9
Cloves.....	28	33
Ginger.....	22	25
Mace.....	1.12	1.25

GREEN CALFSKINS.

	5-9	10-14	15-14	14-18	18 up
Prime No. 1 Veals.....	2.30	2.60	2.65	2.85	3.55
Prime No. 2 Veals.....	2.40	2.40	2.40	2.60	3.30
Buttermilk No. 1.....	2.25	2.30	2.30	2.50	...
Buttermilk No. 2.....	2.05	2.05	2.05	2.25	...
Branded Gruby.....	1.65	1.65	1.65	1.85	2.10
Number 3.....					At Value

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	Dbl. Bags per lb.
Double refined saltpetre, granulated.....	6½c	6½c	6½c
Double refined saltpetre, small crystal.....	7½c	7½c	7½c
Double refined nitrate soda, granulated.....	4½c	4c	4c
In 25 barrel lots:			
Double refined saltpetre, granulated.....	6½c	6½c	6½c
Double refined saltpetre, small crystal.....	7½c	7½c	7½c
Double refined nitrate soda, granulated.....	4c	3½c	3½c
Carload lots:			
Double refined saltpetre, granulated.....	6½c	6c	6c
Double refined nitrate soda, granulated.....	3½c	3½c	3½c

DRESSED POULTRY.

FRESH KILLED.

Chickens—fresh—dry packed—12 to box:	
Western, 36 to 42 lbs. to dozen, lb.....	.27 @28
Western, 31 to 35 lbs. to dozen, lb.....	.27 @29
Western, 25 to 30 lbs. to dozen, lb.....	.28 @31
Western, 21 to 24 lbs. to dozen, lb.....	.30 @33
Western, 17 to 20 lbs. to dozen, lb.....	.32 @35
Chickens—fresh—dry packed, milk fed—12 to box:	
Western, 36 to 42 lbs. to dozen, lb.....	.30 @32
Western, 31 to 35 lbs. to dozen, lb.....	.31 @33
Western, 25 to 30 lbs. to dozen, lb.....	.33 @35

Western, 21 to 24 lbs. to dozen, lb.....	.35 @37
Western, 17 to 20 lbs. to dozen, lb.....	.37 @40
Fowls—fresh—dry packed—barrels—fair to good:	
Western, 6 lbs. and over lb.....	.28 @31
Western, 5 to 5½ lbs., lb.....	.27 @30
Western, 4 to 4½ lbs., lb.....	.25 @27
Western, 3½ lbs., lb.....	.24 @26
Western, 3 lbs. each and under, lb.....	.27 @30

Ducks—

Long Island, bbls., No. 1, lb.....	@28
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Squabs—

White, 12 lbs. to dozen, per dozen.....	@8.50
White, 10 lbs. to dozen, per dozen.....	@7.00
Culls, per dozen.....	1.50@2.50

LIVE POULTRY.

Chickens, colored, via express.....	.19 @21
Turkeys, via express.....	.32 @35
Geese, swan, via freight or express.....	.14 @14
Pigeons, per pair, via freight or express.....	.25 @30
Guineas, per pair, via freight or express.....	.25 @35

BUTTER.

Creamery, extras (92 score).....	.49 @49½
Creamery, firsts (90 to 91 score).....	.47 @48½
Creamery, seconds.....	.44 @45
Creamery, lower grades.....	.43 @43½

EGGS.

Extras, per dozen.....	.62 @65
Extra firsts.....	.59 @61
Firsts.....	.53 @58
Checks.....	.31 @35

FERTILIZER MATERIALS.

BAISIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.....	@2.80
Ammonium sulphate, double bags, per 100 lbs, f.a.s. New York.....	@2.85
Blood, dried 15-16%, per unit.....	@4.00
Fish scrap, dried, 15% ammonia, 15% B. P. L., bulk, f.o.b. fish factory.....	4.10@ 10c
Fish scrap, foreign, 15% ammonia, 10% B. P. L., bulk.....	4.50@ 10c
Fish scrap, calcinated, 6% ammonia, 3% A. P. A., f.o.b. fish factory.....	3.80@ 50c
Soda, Nitrate, in bags, 100 lbs. spot.....	@2.50
Soda Nitrate, in bags, December.....	@2.63
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	4.25@ 10c
Tankage, unground, 9@10% ammonia.....	3.65@10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton.....	@35.00
Bone meal, raw, 4½ and 50 bags, per ton.....	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 18%.....	@19.19

Potash.

Kalmit, 12.4% bulk, per ton.....	@ 8.00
Manure salt, 20% bulk, per ton.....	11.00
Muriate in bags, basis 80%, per ton.....	@33.00
Sulphate in bags, basis 90%, per ton.....	@43.50

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week ending Nov. 5, 1925:

	October.	30	31	Nov. 2	3	4	5
Chicago.....	40½	50	50	49½	49-49½	49-49½	50
New York.....	50	50	50	Holiday	50	50	50
Boston.....	50	50	50	50	50	50	50
Philadelphia.....	51½	51½	51½	51½	51½	51½	51½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

46% 46½ 46½ 46 45% 45%

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	— Since Jan. 1 —
Chicago.....	29,208	33,528	26,231	3,082,894
New York.....	36,136	44,812	38,713	2,923,968
Boston.....	8,686	11,330	6,801	1,075,202
Philadelphia.....	14,229	9,396	9,511	831,151
Total.....	88,259	99,066	76,256	7,863,215

Cold storage movement (lbs):

	In Nov.	Out Nov.	On hand Nov. 6.	Same last year.
Chicago.....	85,086	224,118	20,738,650	22,858,507
New York.....	54,280	158,888	10,856,645	22,573,332
Boston.....	39,019	91,425	11,389,235	18,096,293
Philadelphia.....	64,107	46,708	2,905,665	6,719,606
Total.....	243,062	531,229	46,080,195	70,046,700

